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"SAUSAGE CAMPAIGN METHODS SUCCESSFUL" *In This Issue*

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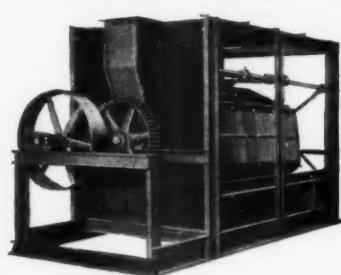
# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

[Trade Mark Registered U. S. Patent Office.]

OCTOBER 22, 1921

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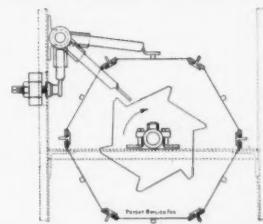
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# THE NATIONAL PROVISIONER

[Trade Mark Registered U. S. Patent Office.]

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at Chicago, Ill., under the act of March, 1879.

Vol. 65.

Chicago and New York, October 22, 1921.

No. 17.

## Sausage Campaign Gets Big Results

"This week we have sold more of our best pork sausage, which we are pushing now, than we have ever sold in the corresponding week of any other year."

\* \* \*

"Our pork sausage business this week shows a decided increase."

\* \* \*

"We put out a salesman and asked him to let us know how many dealers were displaying the educational material concerning sausage. He tells us the sausage signs have been conspicuously displayed in all the stores he has visited **without a single exception.**"

These are three actual expressions from firms co-operating in the local sausage campaign being conducted by the Meat Council of Chicago.

Just now pork sausage is being featured; and consumption seems to have increased sharply, despite a sudden rise in temperature and a prolonged period of warm weather.

In store after store—4,000 of them, more or less—hundreds of thousands of customers are being urged to buy sausage—sausage in general and pork sausage in particular. As the customer comes in front of the store, she sees a strip suggesting that she "Buy Fresh Pork Sausage Today." This strip reads in its entirety:

Buy FRESH PORK SAUSAGE Today.  
Mighty Good for Any Meal.  
Ask for Recipes.

When the customer enters the store, a large green poster tells her of the merit and convenience of sausage as a food. It reads:

Buy SAUSAGE Today.  
It demands little or no preparation before serving.  
Wholesome, Tasty, Economical.  
Your family will like it.  
Ask for Recipes.

If the customer approaches the counter, she sees a little stock of recipe folders informing her that "There is a Sausage for Every Taste," and telling her of different ways to prepare Pork Sausage.

Sausage windows have "blossomed" out hither, thither and yonder. Probably there never was a time when so many people passing store windows have seen sausage on display. The retailer officials urged dealers to display sausage, and the dealers

Where are hides most frequently "scored," and what is the right practice to prevent this? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

seem to have taken the advice and to have acted on it vigorously. The packers and sausage makers are manufacturing sausage, the dealers of Chicago are selling it, and the people of Chicago are eating it.

Their consumption of it has been made more pleasant, and has been spiced by a greater variety of preparation, through the recipe folders.

### Campaign Attracting Attention.

Inquiries for these folders and other material used in the campaign have already come to the Meat Council of Chicago from packers and sausage makers in the United States and Canada, who read of the campaign in THE NATIONAL PROVISIONER. Because of this interest THE NATIONAL PROVISIONER here reproduces some of the material used in the campaign so that the trade elsewhere may benefit by knowledge of the methods used.

The folder is worth reproducing. Bearing on its cover the attractive title, "There is a Sausage for Every Taste," it reads as follows:

"Every housewife welcomes a suggestion that permits her to add to the variety of tasty, wholesome dishes she can prepare for her family.

"Sausage offers greater possibilities than perhaps any other food, for it is made in many different forms, each with characteristics that distinguish it from all others, each lending itself to the preparation of many savory dishes.

"Clearly, there is a sausage dish for every taste.

"Modern methods and equipment, a careful selection of choice meats, and their proper seasoning with the finest of herbs and spices, have placed sausage in the front rank of our best foods.

"No waste, easily prepared, inexpensive, appetizing sausage should be served regularly in your home.

### Fresh Pork Sausage Recipes.

"For frosty morning breakfasts! Combined with griddle cakes, there's no nastier suggestion for such a meal. It appeals universally to appetites whetted by snappy, invigorating air.

"But its adaptability is not limited to the morning meal—it is equally desirable for luncheon and dinner.

"Here are a few of the many ways to prepare Fresh Pork Sausage:

"1. Place the links in a frying pan, cover with cold water, bring the water to a boil; then pour off, turn frequently over a slow fire until nicely browned.

"2. LARDED SAUSAGE—Make balls of fresh pork sausage. Wrap each with a strip of bacon and fasten it with a skewer or toothpick. Fry slowly until a golden brown color.

"3. BREADED PORK SAUSAGE—Dip links in egg mixture, then in fine bread crumbs, and fry in deep fat.

"SUGGESTION—Serve with macaroni and cheese, buttered carrots and apple pie.

"4. PORK SAUSAGE WITH CODDLED APPLES—Slice tart cooking apples about one-half inch thick after coring them. Cover with a plain sugar syrup and cook slowly until apples are transparent. Fry Pork Sausage Links until a delicate brown.

"SUGGESTION—Serve with buttered lima beans, celery and apricot shortcake.

"TRY ONE OF THESE RECIPES TODAY.  
SAVE—SATISFY  
SERVE SAUSAGE.

### Letter to Retail Dealers.

Each of 4,000 dealers also received a letter from Chicago retail officials reading: Fellow Retailer:

With a view to helping you to sell more sausage, we are enclosing a streamer—"Buy Fresh Pork Sausage Today"—and a poster—"Buy Sausage Today"—also several folders which give some good reasons why sausage should be eaten and some suggested ways of preparing sausage dishes. The streamer is intended for the window; the poster for the wall of your market. The folders, of course, should be put into the hands of your customers.

May we offer some selling suggestions that are prompted by the success of other retailers in increasing their sales and their profits?

1. Put up the poster and the streamer. Do it now.

2. Request your clerks to suggest sausage to your customers. For example, a housewife who has just bought a roast or a steak for dinner may be open to a suggestion that she try some of your delicious fresh sausage for breakfast, or luncheon. Hand her a recipe folder; it will help wonderfully. That's the way successful merchants sell goods.

3. Display your sausage as temptingly as possible, using both counter and window.

4. Feature one kind of sausage at a time, but keep an assortment on hand and on display.

5. Buy a little sausage at a time and buy often—enough, but not too much. Over-buying—whether or not you get a reduced price—increases your costs and cuts down your profits. Keep your stock moving rapidly. Avoid putting the price too high.

Moreover, your stock will be fresher, your customers better satisfied; they will be back for more.

Meat councils in other cities and the trade in other localities are planning to profit by the successful experiment at Chicago.

What losses occur through careless cutting of the hog carcass and how can they be avoided? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

## Business Conditions

Some very interesting figures have been compiled recently on business conditions, which show that the packing industry has for its dominant note continued hopefulness and sustained improvement. Whereas in some industries this is the time for an improvement of a seasonal character only, packers are really doing much more business on a permanent basis than many of them realize.

A New York financial authority gives the following table indicating the available figures for monthly production as percentages of normal production, allowing for the normal increase in production from year to year and the normal seasonal variation from month to month. Normal production is given as 100.

	Average	Jan. - March.	July.	August.	1921
Meat slaughtered	90	88	113		
Anthracite coal mined	103	94	92		
Bituminous coal mined	64	61	63		
Pig iron production	58	26	28		
Steel ingot production	58	26	36		
Zinc production	52	40	38		
Lead production	66	63	64		
Tin deliveries	31	30	64		
Copper production	67	13	16		
Gasoline production	103	84	89		
Cement production	70	89	89		
Cotton consumption	62	64	75		
Wool consumption	70	97	90		
Wheat flour milled	89	148	174		
Sugar melting	87	84	106		
Preliminary; 1-Revised.					

It will be noted here that while meat slaughtered was only 90 per cent of normal from January to March, it rose to 113 per cent in August.

There are several factors to be considered as helping to improve business, and of fundamental importance are prices and credit. Regarding prices, they must be brought more into line, particularly retail prices, so that the normal healthy ratio between different commodities will be re-established.

According to the U. S. Department of Agriculture, the average purchasing power of 31 agricultural commodities last June, compared with their average purchasing power for the year pre-war period, 1910 to 1914 inclusive, was but 70 per cent, and corn has at present only one-half of its former buying power. Many feel our aim should be to raise these prices to the level of other things rather than lower the prices of the latter.

Certain experts take the view that the necessary price adjustments can be made by government, but 3,000 years of experience has shown that this cannot be done with success. Even the stepping in of government to buy the surplus crops, and by holding stimulate the price, would not be a good thing, for the accumulation in a period of low prices would act as a weight on the market, which would prevent the rise of prices.

### Can't Ignore These Elements.

The other day the Secretary of Agriculture mentioned three elements which are impossible to ignore. The first is that Europe in paying its debts to the United States must pay in goods, and this will cause more severe competition than Eastern industries have had as yet to meet. This will mean that it will be necessary to reduce manufacturing costs to the lowest point, and as a result low living costs for the workers will follow.

The second element to think of is the

## Show Improvement

great agricultural possibilities of South America, where living conditions are lower than here, land is cheaper, and soil and climate are fully equal in quality.

The third element is that American manufacturers, if they are to meet this foreign competition with success, must have new markets, and the extension of our manufacturing industry to these new markets means the probable future importation of vast quantities of foodstuffs.

The combined effect of these three elements is likely to be very considerable on the Middle West, its agriculture and its industry. And this includes, of course, the packing industry.

### Fallacies in Credit Discussion.

The subject of credit brings up some fallacies that must be seen to be such in establishing better conditions. The reserves of the Federal Reserve banks have been increasing, and it is assumed that with lower interest rates loans will naturally expand and general business activity ensue. It is the old economic principle that when the price of a commodity is reduced, there is sure to be a greater demand. But the trouble is that in practice other things do not remain equal. Men will not borrow money unless they see a reasonable prospect of profitable use for it. The mere fact of cheaper money will not increase business activity.

This relation of low interest rates to reviving business is shown clearly by the situation during the depression of the late seventies, according to a study of business and financial conditions following the civil war, published by the Harvard University Review of Economic Statistics. The following summary tells its own story.

1874. "Loanable funds abundant. No stringency even in the autumn."

1875. "Rates for money very moderate in New York and throughout the country."

1876. "Bankers deserting the business as unprofitable."

1877. "Continued plethora of loanable funds. Banks forced to invest in real estate securities."

1878. "Funds abundant and rates low throughout the year."

1879. "Ease in money market early in the year."

When revival did come in 1879 other factors were more important than cheap money.

Low interest rates or cheap money, no more than low wages alone, will break the back of depression. But it requires the favorable co-operation of the factors mentioned here, and others, as they are working out at present, to hasten prosperity.

### BRITISH MEAT PRODUCTS TRADE.

The trend of British trade in foodstuffs is one of the best indications there is of general trade conditions in Europe and recent statistics of imports into England for the first eight months of 1921 indicate that, on the whole, there is an apparent

*How is a beef carcass trimmed and washed to get the best results? Ask THE BLUE BOOK, the "Packer's Encyclopedia."*

decrease in consumption of imported grains of about 20 per cent and an increase in consumption of meat products, fats and oils, dairy products, and fruits of 20 to 30 per cent.

Meat imports show a general increase, the takings so far this year being 22 per cent above the pre-war average for the eight-month period. The increased cost of domestic meats has probably influenced the import of meat products.

Fats and oils show for the first eight months a total increase of 56 per cent last year and 30 per cent this year over the pre-war averages. About two-thirds of this increase occurs in vegetable oils and one-third in other oil, while the two manufactured products — margarine and lard substitute — show a marked decrease. This is due to the increased home manufacture in Great Britain.

Net British imports of food products during first eight months of 1920 and 1921, and average eight months' imports during 1910-1914, were as follows, according to the U. S. Department of Commerce:

Products.	Average	8 months	First 8 months of—
	during	1920.	1921.
Beef (all kinds).....	36,630,498	5,911,994	7,929,399
Mutton (all kinds).....	24,017,868	4,920,274	4,990,133
Pork (all kinds).....	34,046,158	4,120,124	4,761,866
Total meats .....	14,461,452	15,396,023	17,720,716
Lard .....	1,119,301	1,091,380	1,522,780
Lard substitutes .....	147,687	.....	67,400
Margarine .....	845,274	483,940	647,107
Vegetable fats <sup>1</sup> .....	2,855,697	5,875,532	3,987,620
All other fats.....	.....	.....	238,500
Total fats .....	1,947,059	7,767,432	8,463,407

<sup>1</sup>British hundredweight (112 pounds).

<sup>2</sup>Average gross imports.

<sup>3</sup>Average gross imports except for bacon, which is included under pork.

<sup>4</sup>Includes refined oil, crude oil, and oil in seeds and nuts. Oil content for seeds is computed as 3 hundred-weight to the long ton; for nuts, as 12 hundred-weight to the long ton.

<sup>5</sup>Includes imports of refined tallow, oleo oil, and oleo stock.

## SCOTTISH MEAT INSPECTION.

The last report of the Scottish Board of Health contains a suggested uniform standard of meat inspection, based on administrative machinery already existing in 93 per cent of the Scottish town population. In addition, the board has prepared new model sets of by-laws, applicable to public and private abattoirs.

Certain points are of interest. Where there is no whole-time meat inspector, someone having enough knowledge may be empowered to act as a detention officer, and he shall have power to detain any carcass he considers diseased to be inspected by an expert at a later time. In rural private slaughter houses licenses shall in future be granted for killing on certain days and hours in the week only, when a competent inspector can be present. The better training of inspectors is suggested by giving them leave to attend for a stated period each year some of the largest abattoirs in Scotland.

## AUSTRIAN MEAT SITUATION.

The meat situation in Austria is easing up to some extent, according to recent reports from the representative of the U. S. Department of Commerce in Vienna. The government has discontinued meat rations. Great quantities of livestock are being slaughtered on account of the lack of feed, and this has resulted in the price of Austrian fresh beef being one-third that of frozen beef, which has been largely imported from America. At present the supplies of fats are sufficient for about two weeks ahead.

## High Rail Freights Choke off Export Trade

While the railroads obtained a 10 or 12 per cent reduction in labor costs at the hands of the governmental wage board on July 1st, and while their threat of last week to bring about a further cut in wages of their employees precipitated a strike order which threatens a nationwide transportation tie-up, they still refuse to give relief to the general public in the way of reduced freight rates.

Their attitude has been particularly marked in the matter of the request for reduction of war-time freight tariffs on meats and packinghouse products intended for export.

They were shown how these war-peak freight rates were a chief factor in discouraging exportation of our surplus livestock products, thus preventing relief to the farmer and livestock producer. They were shown that freight to New York alone on a car of export meats was greater than the entire former cost of such a shipment, figured in the depreciated currency of the foreign buyer. They were shown that insistence upon such rates deprived them of revenue far in excess of any loss from reduced rates. Yet their tariff committee refused to grant relief.

In behalf of the packing interests concerned, and in the interest of both packers and meat producers, Vice President Heinemann of the Institute of American Meat Packers has submitted a further request to the traffic executives committee for reduction in export rail rates, in which he answers the arguments of the railway rate authorities most effectively, and presents aspects of the situation which form a strong indictment against maintenance of war-time freight tariffs.

### Ocean Freights Are Reduced.

Meanwhile announcement is made that ocean steamship lines to United Kingdom ports have made a uniform reduction of 15 cents per 100 pounds in rates on packinghouse and frozen products. It is reported also that reductions are contemplated to other European ports. Steamship lines appear to have realized that rate reduction is necessary to restoration of the export movement, which itself is a chief element in the relief of the American producer and thereby to the entire American public.

In his letter to the traffic executives Vice President Heinemann says:

Mr. R. N. Colyer, Vice Chairman, Traffic Executive Committee, New York, N. Y. Dear Sir:

After careful consideration of your communication of the 15th ultimo, our Traffic Committee directs that we again take the matter up with you in an effort to obtain further and favorable consideration of our petition for a reduction in our rates on export.

You present the argument that the demand for food from European countries will have no response until Europe can furnish the cash or credit for her needs. Surely you do not mean to infer that these people will not be fed during the long years of reconstruction. We scarcely believe the carriers are willing to forego export tonnage during that period. As a matter of fact, the packers have already extended long term credit to many buyers, and others have been able to finance themselves. Statistics show that this demand is being supplied by countries other than our own, and they will probably con-

tinue to do so unless suitable relief is accorded to American exporters.

### Decreased Meat Consumption.

Neither can we depend upon what you describe as the "great consuming American people" to absorb the surplus normally disposed of to foreign buyers. Statistics prepared by the government show that per capita consumption of meat has steadily decreased in this country, and that in 1920 the per capita consumption was but 154.3 pounds compared with 181.5 pounds in 1900. This, alone, represents a total reduced domestic consumption of approximately three billion pounds annually. Obviously, what cannot be sold in this country must find a market abroad.

Coupled with the decreased per capita consumption is the decreased buying power of American wage earners, due to the unemployment throughout the country. We merely point out these facts in refutation of your statement in regard to potential domestic consumption and we would further call your attention to the fact that many cuts for which there is no domestic demand should be exported.

Your statement about the "negligible" competition from Canadian packers is not borne out by the facts. From a printed report issued by the Industrial and Development Council of Canadian Meat Packers in September we learn that Canadian exporters sold United Kingdom buyers 98,233,000 pounds of bacon in 1920 compared with 45,510,000 pounds in 1910.

From the same source we learn that during the first three months of 1921 they exported 26,073,000 pounds or practically the same as exported in the same period in 1920. This is explained by them in the following way: "The decrease in Canadian exports in 1921 over 1920 is wholly due to decreased production of hogs. As the English consumer likes our bacon we can displace immense quantities of American bacon and thus greatly expand our market. Therefore \*\*\* it should only be a matter of skill, perseverance and mutual co-operation by producer and packer to insure for a Canadian industry a steadily expanding trade in Great Britain. Similar comparisons could be made with lard and other packinghouse products. Let us also call your attention to the fact that all cool air space on boats from Canadian ports during the past summer was taken by Canadian packers.

### Keen Foreign Competition.

We mentioned Danish competition as a factor and your Committee may be surprised to learn that Danish packers have increased their bacon exports to Great Britain during the first three months of this year to 35,899,000 pounds, an increase of approximately 800 per cent. You have wholly disregarded this competition. This combined Canadian and Danish trade is driving American exporters and railroads of 18,586 carloads of animal products per year. To this would be added the meats supplied by other foreign countries.

Furthermore, American exporters are at a decided disadvantage with Canadian packers as the result of discrimination practiced by Canadian carriers and steamship lines. An effort was made by one carrier to disprove this at the New York meeting and possibly this had considerable to do with the denial of our petition at that time. Later, it was frankly admitted that the "statement referred to was unfortunately made through misunderstanding."

Your statement regarding the lard situation is scarcely consistent with facts. Less than four per cent of imported and domestic oils go into the manufacture of

*How do hog shrinkages vary according to the length of time held in the cooler? Ask THE BLUE BOOK, the "Packer's Encyclopedia."*

lard substitutes. We deem it unnecessary to argue out the matter of lard prices versus freight rates, since we do not understand that American freight rates are made solely with regard to fluctuating values of the commodity transported.

We fully appreciate the troubles of the railroads in regard to wages and labor, but please bear in mind that we, too, have had our troubles in that regard. Notwithstanding our labor costs we have reduced our prices to a pre-war basis.

Our freight rates before the war were not low, as stated by you, but were on the full classification basis and were found reasonable by the Commission in I & S Docket No. 603. Moreover, if you will compare our pre-war rates and prices with present rates and prices you will readily see that your position is decidedly untenable. Obviously your comparison with grain prices is unfair and irrelevant.

We are compelled to face the fact that our operating costs remain high while our selling prices at packing centers are at or below the pre-war basis, yet we have experienced an alarming reduction in the volume of our export tonnage since our New York conference.

### Some Relief Necessary.

The livestock producer depends upon the packer to provide him with a daily cash market throughout the year. To avoid the disaster that would inevitably follow the blockade of our livestock markets for a single day, the packer must devise ways and means to keep trade channels open and the finished product moving.

The relief intended to be given livestock producers by the recent reduction of livestock rates will fall short of the mark unless the buyer of this livestock is able to promptly dispose of his surplus product. This cannot be done today by reason of foreign competition and high freight rates.

The Canadian carriers were quick to recognize the necessity of granting reductions in emergency cases, and in restoring the Canadian livestock rates to the basis in effect prior to September 13, 1920, they treated it as a matter of national policy. Some recent reductions have also been made by them of meat product rates. Surely our American railroads are no less patriotic nor should they be less considerate of the needs of our people.

In response to the question raised by one of your members, we are also making a determined effort to obtain a substantial reduction in ocean rates. We sincerely trust that this petition will be brought before your Committee for re-consideration at the earliest possible date.

Yours very truly,

C. B. HEINEMANN,  
Vice President.

### LIVESTOCK CHANGES ON FARMS.

The number of hogs born between January 1 and September 1, 1921, was about 3.1 per cent less than in the same period of 1920, and 18.1 per cent less than for the same period in 1919, according to the U. S. Department of Agriculture. The total sale, slaughter and deaths for the eight months of 1921 was 7.9 per cent less than the same period of 1920, and 22.7 less than for 1919.

The number of cattle born between January 1 and September 1 this year was 10.1 per cent less than in same months of 1920, and 22.6 per cent less than 1919. The total sale, slaughter and deaths was 20.1 per cent less than last year and 22.4 per cent less than in 1919.

As a result of the increases and decreases on September 1 the total number of hogs in the United States was about 2.7 per cent less than on September 1, 1920, and 8 per cent less than on September 1, 1919. Cattle supplies on September 1 appear to have been about two-tenths of 1 per cent less than on September 1, 1920, and 4.8 per cent less than on September 1, 1919.

## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 22 West Monroe St., Chicago, Ill.

### INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

**Rates on Fresh Meat From Oklahoma to New York.**—Docket No. 13174, Wilson & Co., Inc., Oklahoma City, vs. Director General, as agent, is a new complaint, filed Feb. 28, by Borders, Walter, Burchmore & Collin, Chicago, directed against unjust and unreasonable mixed and straight carload ratings on fresh meat from Oklahoma City to New York, because the joint rates exceeded the aggregate of intermediate rates. It asks for reparation.

**Reparation on Cattle Shipments.**—In Docket No. 12460, Oklahoma National Livestock Exchange et al. vs. Director General, as agent, the Director General has filed a brief contending that the record does not justify an order requiring reparation on mixed shipments of cattle and calves to Oklahoma City moving subsequent to Jan. 20, 1919.

**Meat Rates Rockford to Oklahoma.**—At the hearing in Chicago, Oct. 15, on No. 12599, Wilson & Co., Inc., of Oklahoma vs. Director General, Illinois Central, et al., the complainant alleged violation of Sec. 4 of I. C. C. Act, because the rate of 77½ cents charged on packinghouse products moving from Rockford, Ill., to Oklahoma City, between June 25, 1918, and Aug. 9, 1920, was in excess of the combination over Kansas City of 73 cents. Reparation was claimed down to the basis of the combination rate over Kansas City.

**Southern Meat Rates Reduced.**—The Interstate Commerce Commission has given permission to Southern railroads to make a rate of 55 cents per 100 pounds on fresh meats and 40 cents per 100 pounds on packinghouse products between Memphis, Tenn., and New Orleans, La., and points near New Orleans.

**Livestock Interstate Rates.**—In Docket No. 12630, The National Livestock Exchange vs. Santa Fe et al., the American Farm Bureau Federation has been allowed to intervene in and be treated as a party, which relates to rates on ordinary livestock between interstate destinations because of the increases made under Ex Parte No. 74, and also against collection of terminal charges on livestock at Chicago, Omaha and other points.

**Oleomargarine Rates from Kansas City.**—In Docket No. 11217, Armour & Company vs. Director General as Agent, American Railway Express Company, et al., the commission has ordered the payment of \$1,391.56 to Armour & Company as reparation on account of unreasonable rates charged for the transportation of 31 less-than-carload shipments of oleomargarine from Kansas City, Kansas, to Los Angeles, California.

**Livestock Terminal Charges.**—In Docket No. 12699, the American Farm Bureau Federation, et al. vs. A. & R. R. R. Co., et al., defendants have filed a brief, contending that the record fails to establish the allegation that the \$3 terminal charge for delivery of livestock to and from the Union Stock Yards at Chicago is either unreasonable or discriminatory. The commission is asked to dismiss the case and to consider the charge as a terminal switching or transfer charge applying at a boundary line point and as properly increased under Ex Parte No. 74.

**Hearing Postponed.**—In Docket No. 12630, the National Livestock Exchange vs. Santa Fe et al., the hearing, assigned for Oct. 20 at Chicago before Examiner Wagner, is postponed to a date to be fixed.

**Shipments From St. Louis.**—In Docket No. 12336, Armour & Co. vs. Director General, the Director General has filed exceptions to the examiner's tentative report in this case and asked the commission to find that the tariffs justified the minimum charges exacted on complainant's shipments from East St. Louis, that such charges were not unreasonable, and that complainant has not shown itself entitled to reparation.

**Complaint on Packinghouse Products Rates.**—Docket No. 12975, Sub. No. 1, Arizona Packing Co., Cactus, Ariz., vs. A. E. R. R. Co. et al., is a new complaint, filed Sept. 19, by C. E. Blaine, traffic manager, and is directed against unjust, unreasonable, prejudicial rates on fresh meats and packinghouse products and other perishable commodities in peddler cars from Cactus to other Arizona points. It asks for just and reasonable rates, rules and regulations and reparation.

**Nitrate of Soda Between Points in Southwestern Territory.**—Fourth Section Order No. 8089. This order, entered Oct. 8, is responsive to Application No. 12053, filed by Agent Leland on behalf of carriers parties to his tariffs I. C. C. Nos. 1420 and 1428. Pending action of the commission the carriers concerned are authorized to establish rates on nitrate of soda, in carloads, from, to and between points described in Agent Leland's tariffs I. C. C. Nos. 1420 and 1428, the same as the rates in effect on fertilizer, in carloads, from, to and between the same points, without observing the long-and-short-haul provision of Sec. 4, I. C. C. Act, provided the rates on nitrate of soda, carloads, at intermediate points shall not exceed the rates contemporaneously in effect on fertilizer, carloads, to the same intermediate points.

**Fertilizer Material From Virginia Cities to South Atlantic Ports.**—Fourth Section Order No. 8091. This order, entered Oct. 10, is responsive to Application No. 12087, filed by Agent Cottrell on behalf of carriers, parties to his tariff I. C. C. No. 340. Pending action of the commission the carriers concerned are authorized to establish rates on fertilizer material, viz: hair, hoofs, horns, horn waste, leather and wool in bags, bales, barrels, or in bulk, carload minimum 30,000 pounds, from Richmond, Lynchburg, Roanoke, Petersburg, Norfolk, Suffolk, Portsmouth, Pinners Point, Va., and points taking the same rates as shown in Agent Cottrell's tariff I. C. C. No. 340, to Charleston, S. C., Savannah and Brunswick, Ga., and Fernandina and Jacksonville, Fla., the same as the rates contemporaneously in effect on fertilizers from and to the same points without observing the long-and-short-haul provision, Sec. 4, I. C. C. Act, provided that the rates on fertilizer material, as described above, from and to intermediate points do not exceed the rates contemporaneously in effect on fertilizer from and to the same points.

**Briefs Filed.**—In Docket No. 12753, Oklahoma rates, fares and charges, brief for Morris & Co. and Wilson & Co., Inc., asks the commission to establish rates on fresh meats and packinghouse products in Oklahoma, which are no higher mile for mile than reasonable interstate rates contemporaneously in effect, and a minimum on peddler car traffic the same as is now in effect in Texas, based on the packinghouse products rate.

In Docket No. 12699, American Farm Bureau Federation et al. vs. A. & R. R. R. Co. et al., brief contends that \$3 charge for unloading and delivering livestock in Chicago is a misinterpretation of the commission's decision in ex parte No. 74 and that the proper charge is \$2.50 and that complainants are entitled to reparation.

(Continued on page 36.)

## Recent Court Decisions

The following digest of recent decisions of State and Federal Courts of interest to meat packers has been prepared by Briggs & Schmutz, Attorneys, 105 West Monroe St., Chicago, Ill. The cases reviewed are those appearing in the National Reporter System, published and copyrighted by the West Publishing Company, St. Paul, Minn.

**Delayed Shipment of Livestock.**—The Supreme Court of Wyoming, in Union Pacific R. R. Co. vs. Pacific Market Co. (200 Pacific 108), decided August 26, 1921, reversed a judgment in favor of the shipper. A shipment of sheep, moving October 15, 1914, from Bitter Sweet, Wyo., to South Omaha, Nebr., was delayed in transit. The shipper did not file his claim or give notice of claim within the ten days stipulated in the contract of shipment.

The higher court in reversing the judgment held: that the shipment being an interstate shipment was governed by the federal laws.

By cases which arose, as did this, before the passage of the act of March 4, 1915, it is settled that a stipulation of a bill of lading requiring notice or the making of a claim within a limited time after arrival or delivery of the freight at the destination is reasonable, and should be given the effect that appears from its terms to have been intended, and that the carrier could not waive the notice or dispense with it.

**Duty of Caretaker in Charge of Livestock.**—In Atchison, T. & S. F. Ry. Co. vs. Merchants Livestock Co., reported in 243 Federal 130, the Circuit Court of Appeals, Eighth Circuit, decided May 7, 1921, reversed a judgment in favor of the shipper.

This case covered a 41-car shipment of livestock from Avalon, N. Mex., to Kansas City, Mo., October 25, 1917. The shipment consisted of 1,678 head of stock, of which 5 calves and 66 cows died in transit. A contract was signed and under the provisions of the contract it stipulated that the caretakers would unload and reload the stock stopped in transit for feed, water and rest. The caretakers refused to perform that duty and the carrier was unable to perform the duty with the available help on hand. Judgment was had in favor of the shipper in the lower court.

The higher court in reversing the judgment held: that it was the duty of the caretakers to assist in unloading, feeding, and watering, resting and reloading the cattle and if the caretakers, by using their reasonable diligence and the means at their command could have prevented or diminished the damage done, then any such damage which might have been so prevented or the amount in which such damage might have been diminished, the defendant was not responsible for.

**Livestock Delayed; "Inherent Vice" Construed.**—In Texas & P. Ry. Co. et al. vs. Prunty, the Circuit Court of Appeals of Texas, Fort Worth, decided March 25, 1916, rehearing granted May 14, 1921, reported in 233 S. W. 625, affirmed a judgment in favor of the shipper.

This was an action brought in the county court of Wise county to recover the sum of \$360 damages alleged to have been occasioned to a shipment of 20 head of mares and 16 head of colts moving from Toyah, Tex., to Decatur, Tex.

The carrier denied all plaintiff's allegations and set up the defense that the shipment was damaged by the "inherent vice" of the stock.

The higher court in affirming the judgment held: that as to what constitutes ordinary care and diligence is a question for the jury; that "inherent vice" in an animal is some quality or characteristic of the animal that brings about its own injury or destruction without fault on the part of any other supervening cause.

## What is The Packer's Encyclopedia?

Scores of inquiries like this have come to THE NATIONAL PROVISIONER since the recent publication of announcements on this subject. The Packer's Encyclopedia is the

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which is now being prepared and which will be published within a comparatively short time.

This book—the like of which has never before been compiled in this field—is in three sections:

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Packers and operating men in every branch of the industry will be especially interested in this third section, which will be the **Packer's Operating Guide** in every sense of the word.

A brief summary of the contents of this section will tell why.

Last week we told you of some of the subjects which will be treated in **Chapter 1—Cattle.** Here is a brief outline of

#### Chapter Two:—Hogs

Breeds of Hogs	Curing Pork Cuts
Market Grades of Hogs	Smokehouse Operation
Dressing Yields of Hogs	Ham Boiling
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## Oil Tariff Embargo Acts as Boomerang

Imposition of emergency tariff duties as an alleged protection to American producers has proved a boomerang, at least as it affects domestic vegetable oils. That is the opinion of a recognized trade authority, and a leader in domestic cottonseed oil production, who protests against tariff embargoes against Oriental oils as defeating the very object they were presumably intended to accomplish.

In a letter to the trade from John Aspegren of New York, one of the leaders of the cottonseed oil refining industry, appeals for removal of the emergency tariff embargo on Oriental oils, on the ground that it has served to relegate cottonseed oil to the soap oil class, making it "a despised competitor of tallow and greases." Mr. Aspegren says:

New York, October 10, 1921.  
Editor THE NATIONAL PROVISIONER:

Under date of March 15th and under date of July 15th I addressed letters to you on the subject of the tariff on vegetable oils, which had been advocated by some people in our industry. The present emergency tariff soon expires, and as the question will soon arise again whether it should be extended in time, as far as Oriental oils are concerned, I therefore take the liberty of again addressing you and calling your attention to the effects of the present tariff.

The size of the cotton crop is known. It is a fact that our crush and production of cotton oil this season cannot be more than half of last year or of a normal year. The most bullish situation, from a statistical supply point of view, that has ever existed in the history of the cotton oil trade, has presented itself; and still in face of it all the market has in a comparatively short time dropped 1½ cents a pound, and all this notwithstanding the so-called protection (may heaven protect us against our friends) that this tariff is supposed to give to cotton oil.

The low grade Oriental oils are rapidly taking the place of cotton oil all over the world as an edible fat, and our high-grade fine edible cotton oil is becoming a despised competitor of tallow and greases.

If it were not for the emergency tariff bill, cotton oil today would sell at several cents a pound higher than it is. It would have its natural outlet, of which it is now

deprived. It is no longer a question of arguing about whether a tariff would enhance the value of cotton oil or lower it. Anybody can now see with their own naked eyes the actual facts and the actual results in the matter.

Personally, I feel that the condition of the fats and oils in the world is such that we eventually will see higher prices for all of them anyway; but so long as the tariff prevails in this country, cotton oil will be selling right along for much less than it would otherwise, due to the fact that it is relegated down to a soap oil instead of an edible oil.

We ought to get wiser by experience, and I do hope we will all write our Senators and Congressmen that for the sake of the protection of the cotton oil industry of the South we want the tariff on Oriental oils removed from the emergency tariff bill in any extension of this bill that might be decided on. Remember that the sum total of our exports of oils and fats is away in excess of our imports; and consequently a tariff wall putting an embargo on importations simply proves to be also a similar embargo on exportations. It prevents us from selling our edible products at edible prices, and compels us to use them as a soap fat at grease prices.

Yours very truly,

JOHN ASPEGREN.

### TRADE GLEANINGS.

The storage plant of Armour & Co. at Racine, Wis., was recently damaged by fire to the extent of \$40,000.

The Rasche Bros. at 262 Stark street, Cincinnati, O., sustained a considerable loss when their tannery was burnt recently.

The Independent Packing Co., Seattle, Wash., has been incorporated with a capital of \$40,000 by F. H. Geissman, W. B. King and H. A. P. Myers.

G. M. Kennedy and others have plans for the immediate erection of a packing plant and abattoir at Hattiesburg, Ala., which will cost about \$100,000.

The Choctaw Cotton Oil Co., with a capital of \$1,060,000, has been incorporated at Ardmore, Okla. It is a merger of seven cottonseed oil milling companies.

Spitzer & Stern of Los Angeles, Cal., have leased a plant at Mt. Vernon street

and the Southern Pacific tracks, Colton, Cal., as a depot for raw hides, pelts, wool and tallow.

I. Oscherwitz & Co., sausage manufacturers, at 569 West Sixth street, Cincinnati, O., are building an addition to their plant including a refrigerator system and a boiler plant.

The Mexican department of agriculture has notified the Palomas Land and Cattle Co., an American concern, to present within 60 days proof of its ownership of extensive holdings.

The Saier Chain Market Co. has been incorporated at St. Paul, Minn., with a capital of \$100,000, to deal in meats, hides, fats and other animal products. Herbert Saier of Minneapolis is the president.

The Herbert L. Hill Co. has been incorporated at Boston, Mass., to deal in hides and leather. The capital is \$25,000, and the incorporators are Herbert L. Hill of Reading, Mass., William A. Cook of Needham and Herbert J. Denner of Allston, Mass.

### FEEDER HOGS FROM SOUTH.

The southern states, particularly Mississippi, have gained considerable popularity as a source of feeder hogs for the corn belt states, according to the U. S. Department of Agriculture. Well-bred boars are now being used extensively in the hog producing centers of the South, and satisfactory feeding shoats are now being produced in large numbers.

In some areas cheap pork is made by the use of sweet-potato cannery wastes, these materials having valuable fattening properties. In large peanut growing districts good gains are put on at a comparatively low cost.

### MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Oct. 15, 1921, with comparisons:

	Week Oct. 15.	Week Oct. 8.
Western dressed meats:		
Steers, carcasses	2,764	2,576
Cows, carcasses	405	370
Bulls, carcasses	92	111
Ven., carcasses	1,365	1,965
Lambs, carcasses	13,234	10,600
Mutton, carcasses	1,960	1,687
Pork, lbs.	500,538	411,283
Local slaughter:		
Cattle	2,529	2,142
Calves	1,737	1,762
Sheep	7,084	9,017
Hogs	20,950	20,793

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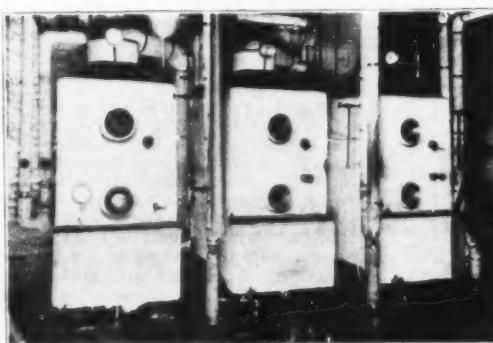
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**Solved by Lower Rates**

The present controversy between the railroads and their employees brings to a head some fundamental problems of transportation. The roads have requested that they be allowed to make further wage reductions, and the railway brotherhoods have declared for a strike. The question involves not only wages but rates, for on it depends the whole relation of the roads to the public, especially the business public.

The roads claim that the present small volume of traffic makes necessary a wage reduction. Here then, arises the question as to whether this volume cannot be increased. If so, the roads and the country as a whole will be in better shape, through the greater movement of goods.

How the problem may be solved has been suggested by a railroad man, General Atterbury, of the Pennsylvania, in a recent speech at Chicago. He says that "though the carriers are not earning what they should earn to entitle them to be called prosperous, nor what the law intends they shall earn, they cannot rest under such protection while other business struggles for its life."

The public group of the Railroad Labor Board, basing its plan on the suggestion, considers that it would be wise policy for the carriers voluntarily to reduce rates where they now work hardship, even though such rates may be reasonable in a transportation sense, and though reduction means a temporary loss of revenue.

This plan in the opinion of the Board is the one feasible plan by which the present controversy can be settled and a strike averted. Reports from many businesses indicate that operating costs have been reduced until the only cost left to reduce is transportation, and it will be impossible to place goods in the consuming markets unless railroad rates come down.

This is also the situation in which American meat packers are placed. The industry finds its operating costs at high levels, while selling prices of meat products are at or low below the pre-war basis. Yet there has been a great decrease in the volume of export tonnage. Both Danish and Canadian competition is growing more and more important in European markets. One fundamental reason for their success is an advantage in transportation costs. The Canadian railroads, treating the matter as one of national policy, have reduced livestock rates and also meat product rates.

Finally, unless freight rates on meat products come down, packers may find it difficult to dispose of the livestock that producers are sending to markets, and the latter may not benefit as much as was

hoped by the reduction in livestock rates. Therefore, a reduction of rates on packinghouse products should bring about better conditions, not only for them, but for the livestock industry as well. The railroads would do well to follow the example of Canadian carriers, and the advice of one of their distinguished executives quoted herein.

**Pork Products for England**

Due to the very heavy corn crops the American producer is looking for a broader market which will maintain prices at a profitable level. But, as has recently been pointed out by Edward N. Wentworth, the American in turning to Europe for the broadened market he desires must estimate carefully certain obstacles to be overcome in reaching this market.

The one profitable means of marketing the corn is in the form of hogs and pork products. But there is competition from Irish, Danish and Canadian products, and they have advantages we do not possess.

The four obstacles to be considered are first, the exchange situation; second, the difference in British and American market demand; third, the cost of transportation; and fourth, the distance from market as related to the type of cure.

The unfavorable rate of exchange limits the buying power of the middle classes in England. But further than this, the English and the American public demand different kinds of products. The British market is a bacon market, and a lighter weight hog than the American is the ideal. The bacon side of the English hog does not have to travel as far and requires a milder cure.

Denmark, which exports most of its hog products, caters to this trade, whereas most American pork products are consumed at home. It is natural that Denmark has a great advantage, and in the opinion of some experts American products can hardly hope to command prices that will equal Danish prices. These experts believe future outlet lies in obtaining a greater volume of consumption rather than in trying to rival Danish bacon.

It is well known, of course, that American hams have predominated in the British import trade, and America has little to fear in the lard trade.

The fundamental idea to consider in extending the market for American pork products is that hogs are the main means for marketing the American corn crop. But at the same time, it is possible to grow a type of hog which will be more in accordance with the British demand. In that way there will be more opportunity to overcome some of the obstacles to a broadened market.

## PRACTICAL POINTS FOR THE TRADE

### EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises F. J. Gardner, chairman, Swift & Company; Myrick D. Harding, Armour & Company; W. B. Farris, Morris & Company; S. C. Frazee, Wilson & Company; John Robertson, Miller & Hart; Arthur Cushman, Allied Packers, Inc., and James E. Gallagher, Guggenheim Bros., all of Chicago; Geo. M. Foster, John Morrell & Co., Sioux Falls, S. D., and J. J. Cuff, Jacob Dold Packing Co., Buffalo, N. Y.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

### PREVENTING HAMS CARBONIZING.

A Western packer has written asking the following question:

Editor, The National Provisioner:

Recently we purchased some S. P. hams fully cured. We boned them out to make baked hams, put them in the gas oven to cook at a temperature of 350 to 400 degrees F., and after a short time these cured hams blackened and carbonized.

At the same time we took some fresh hams, giving them the same schedule; they came out beautifully browned and crisp and nicely cooked. Apparently there has been some chemical action going on with the cured hams. Can you say what is the cause of this, and how to overcome it?

We, of course, do not know the percentage of ingredients used in the cure, nor do we know the formula in which these hams were cured.

In reply the Committee on Packinghouse Practice says:

In regard to the trouble this packer has been having with baked hams turning black and carbonizing, offhand it would appear that this is caused by the sugar in the cure, which readily scorches, and if such is the case cooking at a lower temperature and for a longer time would eliminate this trouble.

As to the exact temperature to be used,

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it will be necessary for him to make some experiments to find out this and also the length of time to cook.

### DRYING MUTTON LEGS FOR MARKET.

A reader in the West asks for the following information:

Editor The National Provisioner:

What is the process of drying mutton legs for the market?

Regulation cut mutton legs are used, which are ordinarily separated from the loin at the point of the last lumbar vertebra. Extra care in splitting should be used, so that the tail bone will be evenly split.

In trimming, saw off the leg about one inch below the knee joint, start the knife at the aitch bone, following the leg bone down to the point, then remove the tail bone as free of lean meat as possible. Round the flank and cushion, giving the butt a trim similar to that of a long-cut ham. Remove all loose ends, leaving a smooth appearing surface.

### Handling of Hides

The next article in the series by the Committee on Packinghouse Practice is entitled "Proper Hide Take-off and Handling of Hides in Pack." It will appear in an early issue of THE NATIONAL PROVISIONER.

As a whole the finished mutton leg resembles very much the long-cut pork ham in appearance. The takeoff usually runs between 14 and 15 per cent. The minimum weight of finished legs are about 7 pounds green weight.

In curing, place in 100 degree pickle over night. Then take them out, rub them with the following mixture, using about 4 per cent of the weight of the mutton legs: 91 per cent vacuum pan salt, 4 per cent granulated sugar, 5 per cent refined saltpeter.

Overhaul on the 12th day, using an additional 2 per cent of the same mixture at the time of overhauling. During the process of cure place them the same as long-cut pork hams; that is, butt up and shank downward.

The cure usually requires about 17 days. After the 17th day legs should be taken out, wiped with a damp cloth and then hung in the dry room, allowing sufficient space between them and using a temperature ranging from 50 to 60 degrees, and as dry air as possible.

The shrinkage through drying will be about 25 per cent. In packing it is usual

to wrap them in oil paper and pack them in layers of twelve in a box.

### SEPTEMBER LIVESTOCK MOVEMENT.

In general the trend of livestock movements during September was much like that of August. Receipts of hogs increased, while those of cattle, calves and sheep decreased, as compared with receipts during September, 1920, according to reports from 67 centralized markets.

Receipts of hogs showed not only an 11 per cent increase over those of September, 1920, but were 19 per cent, or 421,000 head, over the five-year average, and constituted the heaviest September run during the past seven years.

Cattle and calves available at public markets during September were, however, 17 per cent, or 393,000 head, less than in September, 1920, and only slightly greater than those of August, 1921. The September receipts were 18 per cent, or 429,000 head, under the average for this month for the last five years.

Sheep and lamb receipts were the smallest for September since 1917 but were the heaviest for any month since October, 1920.

As a result of these receipts the local slaughter of cattle, calves, sheep and lambs showed decreases as compared with 1920, while that of hogs showed a considerable increase.

The following compilation of the U. S. Bureau of Markets shows the receipts and slaughter at 67 public stockyards for 1921 in thousands of head (000 omitted) with comparisons for previous years:

Class and	Sept.	months	Receipts		Local slaughter	
			9	Total	Sept.	months
Cattle and						
calves:						
1916	...1,778	11,829	17,676	947	7,058	10,294
1917	...2,357	15,488	23,086	1,229	9,258	13,275
1918	...2,826	17,639	25,295	1,532	10,547	14,874
1919	...2,396	16,731	24,624	1,195	9,695	13,633
1920	...2,294	16,165	22,197	1,172	9,152	12,194
1921	...1,901	14,127	.....	982	8,315	.....
Calves only:						
1920	...506	4,111	5,337	346	3,043	3,875
1921	...541	4,055	.....	330	2,917	.....
Hogs:						
1916	...2,386	29,813	43,265	1,729	21,406	30,984
1917	...1,614	27,433	38,042	1,051	18,622	25,440
1918	...2,375	31,316	44,863	1,534	20,463	30,441
1919	...2,397	32,628	44,469	1,511	22,293	30,018
1920	...2,391	31,260	42,121	1,452	19,889	26,761
1921	...2,654	39,299	.....	1,698	19,823	.....
Sheep:						
1916	...2,650	13,856	20,692	1,104	8,037	11,228
1917	...2,554	13,340	20,216	730	6,728	9,142
1918	...3,496	14,927	22,485	1,197	7,018	10,286
1919	...3,854	18,201	27,256	1,353	8,772	12,646
1920	...2,895	16,473	23,538	1,217	8,102	10,981
1921	...2,618	17,394	.....	1,200	9,725	.....

### BAR DISEASED CATTLE FROM U. S.

Important work was done during the last fiscal year by the Bureau of Animal Industry in seeing that all imported cattle, of which 1,700 head came from Scotland and the Channel Isles were tuberculin tested previous to release from quarantine in the United States. There are two special inspectors maintained at London and the Channel Isles to test cattle destined for American ports.

**WANT A GOOD MAN?** Mr. Packer: Do you realize that there are more good packinghouse executives in all departments now available than for many years past? Now is the time to strengthen your staff. The "WANTED" Page of THE NATIONAL PROVISIONER will do it for you.

## PROVISIONS AND LARD

### WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

#### Provisions and Lard New Low Levels— Pressure Continues—Demand Unsatisfactory—Hog Movement Fair—Hog Prices Reflect General Conditions—Continued Pressure from the Country.

The decline in the market has been persistent with prices down to new low levels for the decline. Quotations are now at a point where there is no profit in holdings of any article in the provision line at the price, although of course there is still left some profit in the manufacturing side of the product, but where dealers and distributors have bought the product without hedging they are facing a persistent loss.

The average price of hogs the past week was a little better than the previous week and hogs have been steady this week, but this has not had any effect on the futures situation. The trade seems to have made up its mind that commodity prices must decline still further and the quotations which prevail now for product, particularly lard and ribs, make the pre-war prices seem relatively high.

The comparison of live stock prices the past week at Chicago compared with the preceding week and the corresponding weeks in previous years follow:

	Hogs.	Cattle.	Sheep.	Lambs.
Last week	\$ 7.90	\$ 8.10	\$ 4.75	\$ 8.85
Previous week	7.65	8.25	4.65	8.90
Cor. week, 1920	15.90	14.50	6.10	12.20
Cor. week, 1919	16.40	16.20	7.20	14.50
Cor. week, 1918	17.65	13.80	6.75	14.00
Cor. week, 1917	16.95	11.30	11.90	17.50
Cor. week, 1916	9.85	9.85	7.50	10.25
Cor. week, 1915	8.00	8.80	6.15	8.00
Cor. week, 1914	7.35	8.00	5.35	7.00
Cor. week, 1913	7.90	8.55	4.55	7.05
Cor. week, 1912	8.60	7.90	4.25	7.00
Cor. week, 1911	6.35	6.65	3.50	5.50
Av. 1911 to 1920	\$11.20	\$10.70	\$6.65	\$10.50

The exports are showing no let-up. The movement of products the past week from Atlantic ports totaled 15,454,000 lbs. of lard and 12,279,000 lbs. of meat. The exports of lard during the month of September was very heavy, more than double last year, amounting to \$107,529,000 lbs., and, for nine months, have been 716,173,000 lbs.,

compared with 429,944,000 lbs. last year. In addition, there were quite liberal exports of lard compound, 3,322,000 lbs. for the month, and for the nine months 37,601,000 lbs., against 21,815,000 lbs. last year. The exports of meats showed an increase for the month, bacon gaining 3,000,000 lbs., hams 9,000,000 lbs.; and there were also some moderate gains in exports of beef products. The exports of meats for the season, since January 1, show a decrease in bacon of 106,000,000 lbs. and an increase in hams of 37,000,000 lbs.

A most interesting comparison of the live stock situation was given in the Monthly Crop Reporter, just issued, showing the results of the live stock changes for the month of August and for the season since January 1st to August 31st. The totals point to a decrease for the month in cattle of about 900,000 head, but an increase in hogs of 1,700,000 head. The analytical tabulation of the movement follows in thousands (000 omitted).

	On hand first of month.	Farm	Farm
	Births, sales	slaugh-	slaugh-
	ter, deaths	ter,	ter,
<b>CATTLE</b>			
Aug., 1919.....	71,401	1,028	301
Aug., 1920.....	69,508	1,483	2,674
Aug., 1921.....	69,146	1,312	1,772
Sept. 1, 1919.....	71,753	.....	.....
Sept. 1, 1920.....	68,413	.....	.....
Sept. 1, 1921.....	68,279	.....	.....
<b>Cumulative:</b>			
Jan. 1-Aug. 31, 1919.....	27,189	16,476	2,432
Jan. 1-Aug. 31, 1920.....	23,403	15,873	2,198
Jan. 1-Aug. 31, 1921.....	21,032	12,987	2,077
<b>Balance of Year:</b>			
Sept.-Dec. 1919.....	6,981	8,836	1,800
Sept.-Dec. 1920.....	6,367	7,109	2,017
Sept.-Dec. 1921.....	6,095	.....	.....
<b>HOGS</b>			
Aug., 1919.....	73,459	7,556	5,241
Aug., 1920.....	69,455	6,869	3,728
Aug., 1921.....	67,329	7,330	3,921
Sept. 1, 1919.....	75,005	.....	.....
Sept. 1, 1920.....	70,975	.....	.....
Sept. 1, 1921.....	69,095	.....	.....
<b>Cumulative:</b>			
Jan. 1-Aug. 31, 1919.....	79,809	45,289	9,292
Jan. 1-Aug. 31, 1920.....	67,419	34,695	8,965
Jan. 1-Aug. 31, 1921.....	65,334	32,296	8,075
<b>Balance of Year:</b>			
Sept.-Dec. 1919.....	29,416	25,458	13,631
Sept.-Dec. 1920.....	23,290	21,966	11,939
Sept.-Dec. 1921.....	5,207	.....	.....

How has hog cooling practice changed, and what is now regarded as the best method to follow? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

An extraordinary showing in this statement is the tremendous number of deaths of live stock on the farm. The loss in cattle for the year 1919 was approximately 4,800,000 head and in 1920, 4,700,000. In 1919, the loss of hogs was about 18,000,000 and almost the same total in 1920. This tremendous loss, particularly in hogs, is such an economic loss that anything which would reduce this loss in an effective way, would mean a tremendous gain in the meat supply of the country, and a material lessening in the cost of raising live stock.

The semi-monthly statement of product stocks at Chicago was about as expected. There was a further loss in lard with the total amounting to 23,000,000 lbs. compared with about 32,000,000 lbs. a year ago. The small stock of lard is undoubtedly the direct reflection of the exports which have absorbed so much lard since the first of the year. The production of lard has been heavy, owing to the relative weight of the live hogs and, but for the enormous export business, the situation would have been without question a very difficult one to meet. The shipments of products from packing centers has continued large. During the past week the shipments of cut meats from Chicago amounted to 21,000,000 lbs. and of lard to about 10,600,000 lbs. The shipments of meats from Chicago, for the year lacking about two weeks, has been about 935,000,000 lbs., an increase of 44,000,000 lbs. over the preceding year, while receipts were 22,000,000 lbs. less than the previous year. Shipments of lard increased 162,000,000 lbs., while receipts decreased 17,000,000 lbs. These figures reflect the large production at Chicago.

**PORK.**—The market was dull and weak with the west. At New York mess was quoted at \$25@25.25, family \$30@33, and short clears at \$23@25. At Chicago mess was quoted around \$20.

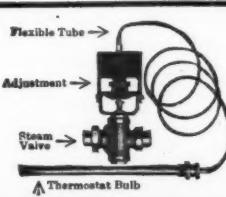
**LARD.**—Demand, both domestic and export, was quiet, although there was a little improvement, owing to the possibilities of a rail strike. Shipments continued enormous and stocks are decreasing rapidly. Expectation of much lower prices, however, is checking trade. At New York prime western was quoted at \$9.85@9.95,

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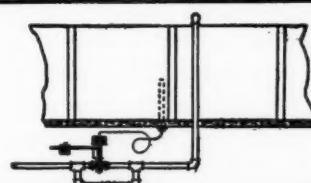
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middle western \$9.70@9.80, New York 9@9 1/4c nominal; refined to the continent 11 1/4c, South American 12c and Brazil kegs 13c. Compound in car lots at New York was 11@11 1/4c. At Chicago loose lard was 50 cents under October, regular lard 5 cents over October, and leaf lard 9 1/4c per pound.

**BEEF.**—The market was dull, with demand slow and the feeling weaker. At New York mess was quoted at \$12@14, packet \$13@14, family \$15@16, and extra India mess \$24@25.

SEE PAGE 33 FOR LATER MARKETS.

#### MEAT EXPORTS IN SEPTEMBER.

Official reports of exports of meat and dairy products during the month of September, 1921, show a slight increase in value over the exports of September, 1920, while the total value for the nine months ending September 30, 1921, is very much below that for the corresponding period in 1920. There were some individual increases for September that are well worth noting. The exports of pickled beef showed an increase of more than 100 per cent, and a considerable increase in total value. Oleo oil exports also increased more than 100 per cent in volume, though only a small increase was made in value. Regarding hams and shoulders there was an increase of one-third in the value as well as a 100 per cent increase in the volume. Lard and lard compound both showed 100 per cent increases in volume, and lard a substantial rise from \$10,000,000 to \$13,000,000 in value.

Exports for the months of September, 1921, and September, 1920, are compared as follows:

	Sept. '21	Sept. '20
Beef, canned, lbs.	286,805	244,261
Value	\$80,963	\$84,850
Beef, fresh, lbs.	239,029	1,964,543
Value	\$29,742	\$322,524
Beef, pickled, etc., lbs.	2,857,076	1,555,155
Value	\$223,754	\$201,037
Oleo oil, lbs.	11,865,016	8,189,421
Value	\$1,420,974	\$1,039,912
Bacon, lbs.	44,718,463	41,371,561
Value	\$6,681,597	\$7,792,155
Hams and shoulders, lbs.	17,137,613	8,967,124
Value	\$3,620,351	\$2,535,304
Lard, inc. neutral, lbs.	107,529,930	48,198,122
Value	\$13,126,167	\$10,446,718
Pork, pickled, lbs.	2,990,328	3,277,962
Value	\$341,864	\$615,739
Lard compounds, lbs.	3,322,368	1,564,875
Value	\$398,425	\$323,220

Exports for the nine months ending September 30, 1921, with comparisons, are given as follows:

	9 mos. ending Sept. '21	9 mos. ending Sept. '20
Beef, canned, lbs.	5,171,518	23,169,647
Value	\$1,034,996	\$5,599,078
Beef, fresh, lbs.	9,560,116	84,487,840
Value	\$1,691,707	\$16,795,342
Pork, pickled, etc., lbs.	18,968,576	19,044,063
Value	\$2,128,557	\$2,765,436
Oleo oil, lbs.	106,130,316	49,353,050
Value	\$12,271,714	\$8,161,654
Bacon, lbs.	7,436,630	460,121,991
Value	\$10,022,950	\$15,085,336
Hams and shoulders, lbs.	187,948,909	150,769,259
Value	\$39,929,857	\$41,147,640
Lard, inc. neutral, lbs.	716,173,848	429,944,884
Value	\$96,472,423	\$103,595,685
Pork, pickled, lbs.	25,647,522	29,968,102
Value	\$3,433,776	\$6,182,619
Lard compounds, lbs.	37,601,644	21,814,953
Value	\$4,302,920	\$5,340,321

#### CHICAGO STOCKS OF PROVISIONS.

Stocks of provisions at Chicago on October 14, compared with two weeks ago, and a year ago are summarized as follows:

	Oct. 14, 1921	Sept. 30, 1921	Oct. 14, 1920
Mess pork, bbls.	1,334	1,456	10,316
Lard, reg., lbs.	18,490,371	27,550,345	28,265,244
Other lard, lbs.	5,138,203	6,197,875	4,088,497
Short rib middles, lbs.	3,840,371	5,311,828	4,350,521
Extra S. C. middles, lbs.	600,474	552,149	592,933

How can a good "gutter" increase your beef carcass yield? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

#### THE NATIONAL PROVISIONER

## Packinghouse By-Products Markets

### Blood.

Chicago, October 20.

A mighty dull trade in blood this week. The only sales reported were at \$3.40 Chicago and \$3.35 basis river markets. High grade unground sold at \$3.25 Chicago. Sellers and buyers were too far apart to permit trading in concentrated tankage.

	Unit ammonia.
Ground	\$2.35@2.35
Crushed and unground	2.85@2.19
Ground concentrated tankage	3.00@2.30
Unground	2.50@2.75

### Digester Hog Tankage Materials.

This week proved to be the dullest in many months so far as the movement of digester hog tankage was concerned. Most buyers had their pins set in \$2.75 and \$3.00 holes for high grade unground and high grade ground, respectively, while sellers were pricing their materials 25c to 50c per unit above those figures. One lot of unground, extra desirable, brought \$3.00 Chicago. Two lots testing about 8% to 10% ammonia and ground went at \$2.65 f. o. b. a Missouri river point. Mr. Vanard of Armour is of the opinion that there will be outlet for every pound of digester tankage produced, in spite of the plentitude of feeds on the farm and the bearish outlook for hogs. In addition he looks for tankage materials to bring a better price later on.

	Unit ammonia.
Ground, 11 1/2-12% ammonia	\$3.10@3.25
Unground, 10-11% ammonia	2.75@3.00
Unground, 7-9% ammonia	2.50@2.65

### Fertilizer Tankage Materials.

While sellers and buyers were only about 10c to 15c apart in their views, it proved sufficient to hold volume of business down to a minimum. One of the leading buyers was bidding \$2.75 basis Chicago freight for high grade ground, while most sellers were asking around \$3.00. One lot of dry unground bone tankage, about 6% ammonia, sold at \$14 Chicago. Hoof meal was offered without buyers. Several lots of liquid stock sold at the equivalent of \$2.15 basis Chicago freight.

	Unit ammonia.
High grade ground, 10-11 1/2% ammonia	\$2.80@2.95
Lower grade, ground, 9-9 1/2% ammonia	2.00@2.10
High grade, unground	2.65@2.75
Medium grade, unground	2.40@2.50
Low grade and country rend., unground	2.00@2.25
Bone tankage, unground	2.25@2.50
Hoof meal	2.40@2.50
Liquid stock	2.00@2.25
Hair tankage, dry, unground	1.25@1.50
Garbage tankage, ground	1.00@1.25

### Bone Meals.

A difference of about \$2.00 per ton between sellers and buyers prevented what otherwise would have proved fairly good volume of business in bone meals this week. Dry cattle hoofs sold at \$22 basis Chicago.

	Per ton.
Raw bone meal	\$26.00@28.00
Steamed, ground	23.00@25.00
Steamed, unground	15.0@18.00
Grinding hoofs, pig toes, waste horns, dry	21.00@22.00

### Cracklings.

There was no let-up in the demand for cracklings. Prices were held firm at last week's range.

	Per ton.
Pork, according to grease and quality	\$60.00@65.00
Beef, according to grease and quality	55.00@60.00

### Glue and Gelatine Stocks.

Calf stock continued without buyers this week as well as horn piths. Cattle jaw, hoof and knuckle bones again moved at \$23 per ton delivered Chicago. Sellers and buyers were around \$2.00 per ton apart in their views on sinews and pizzels and hide trimmings.

	Per ton.
Calf stock	\$60.00@65.00
Edible pig skin strips	60.00@65.00
Unsifted manufactured bone	22.50@25.00
Horn piths	18.00@20.00
Cattle jaws, skulls and knuckles	18.00@21.00
Junk and hotel kitchen bones	18.00@20.00
Hog, calf and sheep bones	18.00@20.00
Sinews, pizzels and hide trimmings	18.00@20.00
Sheep trimmings	18.00@12.00

### Hoofs, Horns and Mfg. Bones.

No change in this department of the trade this week, prices being nominally

steady at the following range, with prime assorted manufacturing bones quotable \$15.00@20.00 per ton higher than unassorted lots:

	Per ton.
No. 1 horns	\$225.00@225.00
No. 2 horns	175.00@215.00
No. 3 horns	100.00@150.00
Culls	25.00@50.00
Hoofs, black	30.00@30.00
Hoofs, striped	30.00@35.00
Hoofs, white	40.00@50.00
Round shin bones, unassorted, heavy	60.00@65.00
Round shin bones, unassorted, lights	50.00@55.00
Flat shin bones, unassorted, heavy	55.00@60.00
Flat shin bones, unassorted, lights	45.00@60.00
Thigh bones, unassorted, heavy	60.00@65.00
Thigh bones, unassorted, lights	50.00@55.00

### Hog Hair.

Trading in coil and field dried hog hair continued fairly active at 1 1/4c per pound delivered Port Clinton, Ohio, and Webster City, Iowa. Evidently not a few producers have come to the conclusion that it is of no use to hold out for an advance in price. Natural gray processed winter, extra desirable, sold at the equivalent of 4 1/2c per pound basis Chicago freight, with rather undesirable summer take-off at 2 1/2c. Fancy winter dyed brought 7 1/4c and summer take-off of rather undesirable quality, 5c.

### Pig Skin Strips.

Fancy No. 1's of extra length brought 4 1/2c per pound basis Chicago freight with government inspected No. 2's and No. 3's at a reported price of 3 3/4c. It is practically useless to offer uninspected No. 2's and No. 3's.

### LARD EXPORTS FROM NEW YORK.

Exports of lard from New York during the week ending October 19 were 10,663,000 lbs. and exports of lard from New York from September 1 were about 112,038,000 lbs.

### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Oct. 15, 1921, with comparisons:

	PORK, BBLS.	WEEK ENDED OCT. 15, 1921.	WEEK ENDED OCT. 15, 1920.
United Kingdom	100	1,702	1,702
Continent	185	400	19,141
Sc. and Cen. Amer.	5,902	5,902	5,902
West Indies	625	10,107	10,107
B. N. A. Colonies	1,394	1,394	1,394
Other countries	1,359	1,359	1,359
Total	185	1,125	45,645

	BACON AND HAMS, LBS.	WEEK ENDED OCT. 15, 1921.	WEEK ENDED OCT. 15, 1920.
United Kingdom	5,030,000	545,000	393,644,800
Continent	3,592,500	7,233,200	76,423,201
Sc. and Cen. Amer.	1,194,238	1,194,238	18,496,193
West Indies	392,621	392,621	392,621
B. N. A. Colonies	55,000	916,231	916,231
Total	10,677,500	7,798,200	391,067,287

	LARD, LBS.	WEEK ENDED OCT. 15, 1921.	WEEK ENDED OCT. 15, 1920.
United Kingdom	5,711,574	517,000	279,500,452
Continent	6,629,890	10,403,800	523,093,472
Sc. and Cen. Amer.	2,496,307	2,496,307	2,496,307
West Indies	84,000	84,000	16,657,317
B. N. A. Colonies	156,457	156,457	156,457
Other countries	837,855	837,855	837,855
Total	12,425,464	11,010,800	822,741,850

	RECAPITULATION OF THE WEEK'S EXPORTS.	WEEK ENDED OCT. 15, 1921.	WEEK ENDED OCT. 15, 1920.
Pork, Bacon and hams, lbs.	185	1,125	12,425,464
New York	185	6,528,500	10,449,464
Boston	...	241,000	1,310,000
New Orleans	...	3,908,000	582,000
Montreal	...	...	...
Total, week	185	10,677,500	10,677,500
Previous week	...	6,943,000	1,847,777
Two weeks ago			

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—Operations were on a larger scale, and the market dropped about a half cent a pound. Early in the week sales were reported at 6½c followed by sales of 400 drums at six cents to leading soap interests. Outside lots equal to special loose sold at six cents, and Chicago reported sales of prime packers' tallow at 7c loose. The undertone to the market is rather weak. The soap interests are absorbing it on the breaks, but are not inclined to take hold, except at concessions. Offerings were freer, while the weakness in cottonseed oil, and in pure lard in the west, adversely affected sentiment. The English market was easier with choice Australian tallow at Liverpool at 50 shillings, and good mixed at 44s 6d. At New York prime city was quoted at 4½c nominal, special loose 5½@6c, and edible 8c nominal. At Chicago packers' No. 1 was quoted at 6@6½c; packers' prime at 7@7½c, and edible 7½@7½c.

**OLEO STEARINE.**—The market was off a half cent a pound during the week, with the weakness in tallow and oil, slow demand, and a somewhat weaker feeling. Sales were limited in volume, and the undertone is heavy. At New York oleo was quoted at 10c, and at Chicago at 9½@10c.

**OLEO OIL.**—Demand remained inactive, and the market was easier, with extra at New York 13½c nominal. At Chicago extra was 12½@12½c.

**LARD OIL.**—Owing to the weakness in pure lard, which again sold at new lows for the season, lard oil was again lowered in price. Demand is slow. At New York edible was quoted at \$1.02 per gallon, inedible 92c, extra No. 1 at 72c. No. 1 at 67c, and No. 2 at 65c.

SEE PAGE 33 FOR LATER MARKETS.

**NEATSFOOT OIL.**—While no active demand is in evidence, there is a fair call in small lots, and the market was very steady, with cold pressed stronger. At New York pure was quoted at 82c, extra No. 1 at 72c, No. 1 at 67c, and cold pressed at \$1.20 per gallon.

**GREASES.**—The market for greases is rather slow, and prices are barely steady. The weakness in tallow and cotton oil had some influence both here and in the west. Soap interests are taking the tallow, and at times are picking up some of the greases. Export interest appears quiet. At New York yellow and choice house were quoted at 4½@4½c nominal, brown at 4@4½c, and choice white 6½@7½c, according to quality. At Chicago brown and house were 4@4½c, yellow 4½@4½c, and choice house at 6½@7c.

**GREEN AND SWEET PICKLED MEATS.**  
Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, Oct. 19.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. avg. 14c; 10@12 lbs. avg. 13½c; 12@14 lbs. avg. 13½c; 14@16 lbs. avg. 13½c; 16@18 lbs. avg. 13c. Sweet pickled, 8@10 lbs. avg. 15½c; 10@12 lbs. avg. 15½c; 12@14 lbs. avg. 15c; 14@16 lbs. avg. 14½c; 16@18 lbs. avg. 14½c; 18@20 lbs. avg. 15c; 20@22 lbs. avg. 14½c; 22@24 lbs. avg. 13½c.

Skinned Hams—Green, 14@16 lbs. avg. 13½c; 16@18 lbs. avg. 13½c; 18@20 lbs. avg. 13½c; 20@22 lbs. avg. 12½c; 22@24 lbs. avg. 12c. Sweet pickled, 14@16 lbs. avg. 15½c; 16@18 lbs. avg. 15½c; 18@20 lbs. avg. 15c; 20@22 lbs. avg. 14½c; 22@24 lbs. avg. 13½c.

Picnic Hams—Green, 4@6 lbs. avg. 10c; 6@8 lbs. avg. 9½c; 8@10 lbs. avg. 9c; 10@12 lbs. avg. 8½c. Sweet pickled, 4@6 lbs. avg. 11½c; 6@8 lbs. avg. 11c; 8@10 lbs. avg. 8½c; 10@12 lbs. avg. 7½c.

Clear Bellies—Green, 6@8 lbs. avg. 14c; 8@10 lbs. avg. 13½c; 10@12 lbs. avg. 13c; 12@14 lbs. avg. 12½c; 14@16 lbs. avg. 12½c. Sweet pickled, 6@8 lbs. avg. 14½c; 8@10 lbs. avg. 14c; 10@12 lbs. avg. 13½c; 12@14 lbs. avg. 13½c; 14@16 lbs. avg. 13c.

### BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of Oct. 8 to Oct. 14, 1921:

	October					
	8.	10.	11.	12.*	13.	14.
Chicago	45½	45½	45½	45½	45½	45½
New York	40½	40½	40½	40½	40½	40½
Boston	40	40	40	40	40	40
Phila.	37½	47	47	48	48	48

\* Holiday.

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

	October					
	8.	10.	11.	12.*	13.	14.
...	39½-40	40	40	40	40½	40½

\* Holiday.

### Receipts of butter by cities, tubs:

	Weekly comparisons.					
	This week.	Last week.	Year.	Since Jan. 1.	1920.	1921.
Chicago	37,292	37,096	33,233	2,153,981	2,041,553	
New York	53,012	47,956	50,452	2,305,822	1,841,638	
Boston	14,305	18,525	9,956	864,220	884,290	
Phila.	12,257	13,351	11,436	632,288	543,505	

Total ... 106,867 116,918 85,077 5,956,311 5,310,986

### Cold storage movement, lbs.:

	Intd.	Out of storage, storage.	On hand, Oct. 13.	Cor. day of week, 1920.
Chicago	49,509	279,036	23,141,815	21,258,185
New York	48,022	298,588	15,178,248	21,823,967
Boston	15,349	101,110	12,276,071	17,122,861
Phila.	38,460	72,810	2,848,810	5,015,040

Total ... 211,340 691,544 53,444,944 65,230,051

*Carcass beef sells chiefly on its good looks. What ruins the looks of a carcass? How should the carcass "splitter" work to prevent this? Ask THE BLUE BOOK, the "Packer's Encyclopedia."*

### PORK CUTS AT NEW YORK.

Special Report to The National Provisioner from H. C. Zaun.)

New York, Oct. 19, 1921.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 30@32c; green hams, 8@10 lbs., 17½c; 10@12 lbs., 16½c; 12@14 lbs., 15½c; green bellies, 8@10 lbs., 15½c; 10@12 lbs., 15c; 12@14 lbs., 14c; green rib bellies, 10@12 lbs., 14c; 12@14 lbs., 13c; sweet pickled clear bellies, 6@8 lbs., 14½c; 8@10 lbs., 15c; 10@12 lbs., 15c; 12@14 lbs., 14c; sweet pickled rib bellies, 10@12 lbs., 14c; 12@14 lbs., 13c; sweet pickled hams, 8@10 lbs., 12c; 10@12 lbs., 17½c; 12@14 lbs., 16c; dressed hogs, 14½c; city steam lard, 9½c; compound, 11½c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs., 27c; 10@12 lbs., 26c; 12@14 lbs., 25c; 14@16 lbs., 24c; skinned shoulders, 16c; boneless butts, 20c; Boston butts, 16c; lean trimmings, 16c; regular trimmings, 14c; spare-ribs, 16c; neck ribs, 5c; kidneys, 6c; livers, 3c; pig tongues, 10c; pig tails, 9c.

### CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)

New York, Oct. 18, 1921.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 to 76% caustic soda, 4@4½c lb.; 60% caustic soda, 3½@4c lb.; 98% powdered caustic soda, 4½@5c lb.; 48% carbonate of soda, 2½c lb.; 58% carbonate of soda, 2½@2½c lb.; talc, 1½@2c lb.; silex, \$20 per 2,000 lbs.

Clarified palm oil, in casks, 2,000 lbs., 7½@8c lb.; commercial yellow olive oil, \$1.15@1.20 gal.; olive oil foots, 8½@8½c lb.; Cochin cocoanut oil, 11½@12c lb.; Ceylon cocoanut oil, 10@10½c lb.; prime summer yellow cottonseed oil, 9½@10c lb.; soya bean oil, 8½@9½c lb.; corn oil, nominal, 10@10½c lb.; peanut oil, in bbls., New York, deodorized, 10½@10½c lb.; peanut oil, crude, tanks, f. o. b. mills, 8½@8½c lb.

Prime city tallow, special, nominal, 6c lb.; dynamite glycerine, nominal, 11½@12c lb.; saponified glycerine, nominal 9c lb.; crude soap glycerine, nominal, 8c lb.; chemically pure glycerine, nominal, 14@14½c lb.; prime packers' grease, 4½@4½c lb.



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## Tariff on Peanut Oil

By John B. Gordon,

Bureau of Raw Materials for American Vegetable Oils and Fats Industries.

(EDITOR'S NOTE.—This is the second installment of a brief prepared for presentation to Congress in its consideration of tariff schedules. The first installment began discussion of the effect of importations of peanut oil on the domestic peanut industry.)

We present herewith table showing the domestic production of peanut oil, imports, exports and consumption of peanut oil from the years 1914 to 1920, inclusive:

TABLE 3.—PEANUT OIL.

Year.	Production	Consumption	Imports	Exports
1914	1,006,000	6,183,000	7,365,000	96,000
1915	10,227,000	14,114,000	6,250,000	137,000
1916	28,534,000	38,292,000	15,674,000	171,000
1917	50,499,000	75,126,000	27,405,000	145,000
1918	95,934,000	153,822,000	68,466,000	75,000
1919	87,217,000	239,197,000	154,052,000	4,434,000
1920	13,086,000	95,084,000	95,124,000	1,455,000

From the above table two important facts are obvious, first of which is the erratic production tendency of the domestic peanut oil industry, clearly picturing the losing battle which the peanut crushers fought with the confectionery, roasting and peanut butter trade for the peanuts of the South until they finally lost their grip almost entirely, the sequel being not altogether clear cut because considerable crushing peanuts were imported into the country in 1920 despite the duty of  $\frac{3}{4}$ c per pound and from which much

of the 13,086,000 pounds of oil shown in that year was made.

The domestic production of peanut oil, starting with the year 1914, shows a gradual upward trend until 1918 when it jumps forward 45,000,000 pounds to the peak of domestic production. Thereafter it declines until in 1920 only 13,086,000 pounds were produced of which, as above stated, considerable was made from imported peanuts.

When the production of domestic peanut oil began to decline in 1919 the consumption of peanut oil was by far the greatest of all years. In 1920 the consumption of peanut oil was still the third largest of all years, and the domestic peanut crop of 35,960,000 bushels was the third largest crop then on record, but the nut trade had vanquished the crushing industry, which, because of the duty of  $\frac{3}{4}$ c per pound could not bring in crushing peanuts from the outside. \*\*\*

### What Hampered Domestic Production.

It should further be noted that the interests which most vigorously advocated high duties on oriental peanut oil were not the domestic producers of peanut oil, many of the largest producers and refiners of which are members of this bureau, but those who mistakenly thought that they were speaking for the domestic producers of peanut oil. Most domestic producers of peanut oil knew the real situation and knew that it was not im-

portations of foreign peanut oil which prevented them from producing more peanut oil but the demands of the confectioners, roasters and other branches of the nut using trade upon the supply of peanuts.

To illustrate some of the basically wrong information which was presented to the Ways and Means Committee we quote herewith from the brief of "The United Peanut Associations of America," at Norfolk, Va. They said:

"The domestic peanut oil industry is in a life and death struggle. Unless relief is given by protecting it against the cheaply produced product from the orient, the last days of the peanut oil industry are being written into history. It absolutely cannot survive the present catastrophe without protection."

We can only conclude that these gentlemen spoke without consulting anyone who knew the first rudiments as to the difficulties which confront the domestic peanut oil producer. To anyone interested in the domestic production of peanut oil it is and was obvious, as we have recounted, that the domestic peanut oil producer was wrestling not with importations of foreign oil but with the confectioner, the peanut roaster and the peanut butter manufacturer who were using up practically the entire production of domestic peanuts, a situation from which there was no relief because the domestic crusher could not import his supplies for crushing because of a duty of  $\frac{3}{4}$ c per pound which did not discriminate between the peanuts for crushing and peanuts which went to the nut trade.

There has not been a time in the last seven years when the domestic producer of peanut oil encountered competition from foreign peanut oil which exerted an inhibitive effect upon the production of domestic peanut oil. The gentlemen who contended otherwise were mistaken. They were not in possession of the facts. The condition is and has been quite the reverse.

### Stimulated Domestic Production.

We come now to the second important fact obvious from a study of Table 2, which is that the importations of foreign peanut oil stimulated the production of domestic peanut oil and the domestic peanut growing industry beginning to function in this capacity somewhat after the fashion of the water used to prime the old fashioned barnyard pump. From the use of the imported peanut oil we familiarized ourselves with the good qualities and uses of peanut oil and then began the growing of peanuts in large quantities and the production of peanut oil in our own crushing mills. The difficulty from the angle of the oil mill is that the process of evolution did not stop at this point

(Continued on page 32.)

## Statistics of Cottonseed and Products

The U. S. Census reports cottonseed received, crushed, and on hand, and cottonseed products manufactured, shipped out, on hand and exported covering the one-month period ending September 30, 1921, with comparisons as follows:

Cottonseed received, crushed, and on hand (tons):

State.	Received at mills*		Crushed		On hand at mills	
	Aug. 1 to Sept. 30.	1921.	Aug. 1 to Sept. 30.	1921.	Sept. 30.	1921.
United States	684,059	275,642	396,754	167,308	381,342	138,418
Alabama	33,784	5,983	18,451	2,984	19,726	3,318
Arkansas	38,054	6,805	20,013	2,600	19,654	4,975
Georgia	80,586	29,807	57,096	23,760	37,918	11,584
Louisiana	23,492	11,840	11,599	9,975	11,563	3,762
Mississippi	71,755	24,209	30,314	14,394	43,781	11,772
North Carolina	31,370	5,229	11,152	2,264	21,977	3,903
Oklahoma	26,615	7,069	8,859	2,751	21,634	5,498
South Carolina	38,770	14,447	27,540	9,574	19,718	11,891
Tennessee	25,630	1,563	11,121	2,649	15,599	1,089
Texas	301,940	165,899	182,448	94,512	157,990	78,288
All other	12,063	2,791	18,161	1,845	11,782	2,338

\*Includes seed destroyed at mills but not 94,543 tons and 30,084 tons on hand Aug. 1, nor 18,795 tons and 4,773 tons reshipped for 1921 and 1920, respectively.

Cottonseed products manufactured, shipped out, and on hand:

Item.	Year.	On hand		Produced Aug.	Shipped out Aug.	On hand
		Aug. 1.	1 to Sept. 30.	1 to Sept. 30.	1 to Sept. 30.	Sept. 30.
Crude oil, lbs.	1921	20,113,182	119,433,363	93,304,839	50,575,787	
	1920	22,620,357	47,842,492	32,876,752	33,221,447	
Refined oil, lbs.	1921	231,510,004	74,671,835	-----	89,611,166	
	1920	297,741,580	26,219,858	-----	172,059,091	
Cake and meal, tons	1921	37,441	177,573	142,752	72,262	
	1920	133,475	75,548	130,677	78,346	
Hulls, tons	1921	73,335	121,827	95,601	99,561	
	1920	18,304	47,516	39,163	26,657	
Linters, 500-lb. bales	1921	130,039	45,173	75,344	99,868	
	1920	176,316	21,316	57,216	140,416	
Hull fiber, 500-lb. bales	1921	10,103	423	358	10,168	
	1920	150,659	1,337	26,731	125,265	
Grabbots, motes, etc., 500-lb. bales	1921	6,947	568	2,107	5,408	
	1920	10,348	110	2,106	8,352	

\*Includes 6,422,881 and 4,404,012 pounds held by refining and manufacturing establishments and 4,998,400 and 11,351,350 pounds in transit to refiners and consumers Aug. 1 and Sept. 30, respectively.

\*Includes 7,712,218 and 5,665,319 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 10,357,991 and 4,369,038 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., Aug. 1 and Sept. 30, respectively.

\*Produced from 83,006,872 pounds crude oil.

Exports of cottonseed products for two months ending September 30, with comparisons:

Item.	1921.	1920.
Oil, pounds	12,699,459	7,512,297
Cake and meal, tons	58,058	1,466
Linters, running bales	16,945	3,134

## SOUTHERN MARKETS.

### New Orleans.

(Special Wire to The National Provisioner.)  
New Orleans, La., Oct. 20, 1921.—Crude cottonseed oil offerings light, 6 1/2c bid, 7c asked. The majority of the mills are indifferent. Refined is more active especially at nearby positions. Prime 7% meal, \$34; 8%, \$35. Loose hulls, \$7, sacked, \$10.50; all short ton f.o.b. interior points.

### COTTONSEED OIL EXPORTS.

Cottonseed oil exports from New York October 1 to 19, 1921, were 4,773 bbls. From New Orleans, 4,600 bbls., while it is reported that 4,000 bbls. cleared from Norfolk.

Have you a difficult problem of packing-house practice to solve? Refer it to The "Practical Points for the Trade" department of The National Provisioner.

## VEGETABLE OILS

### WEEKLY REVIEW

**THE NATIONAL PROVISIONER** is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**New Lows for the Movement—Threatened Rail Strike a Factor—Weakness in Other Markets Depressing—Crude Offers Larger—Crude Weaker—Government Report Bullish.**

Operations in the cottonseed oil market on the New York Produce Exchange have been on a larger scale with a tendency toward increasing interest. The market has been constantly under pressure, and prices have gradually sagged to new low levels for the movement. The October position, which was believed to represent a very tight condition, surprisingly led the decline, and, everything considered, the break in the market has not been extensive considering the weakness of support. Refiners' brokers have been operating on both sides quite freely, as have been packers' brokers, while liquidation continued in fair volume, and there was some speculative selling for the west and for Wall Street. The bulk of the buying power has been profit taking by shorts, and it was this buying on small breaks which tended to restrict the declines.

Statistically, the situation is an extremely strong one, but this is also true in wheat. Yet world's economic and financial conditions, together with the world's labor situation, is more than sufficient to overcome what might ultimately prove a situation in oil such as the trade has never witnessed before.

Conditions are against high prices, and while speculative selling is not aggressive,

there is not the ordinary speculative buying power to absorb the hedge pressure placed upon the market, or to hold the small rallies from time to time, brought about by a profit taking movement. The weakness in lard, the western market again selling into new low ground for the season in face of export sales last month of over 107,000,000 lbs., and about 716,000,000 lbs. for the first nine months of this year, is the most important development against the present oil levels, and tends to keep professional sentiment against the market.

To be sure, the lard situation has not brought about any material reduction in consumption of cotton oil as yet, as indicated by the disappearance in September of the remarkable consumption of 274,000 bbls., or about 10,000 bbls. more than the previous month, but with the leading packers talking 8 cents and less for lard, it is felt that cotton oil cannot withstand this strain. As a result, the radical bears are talking 7 cents and less for oil, although in a majority of cases no such break is anticipated, while those working on the constructive side believe that eventually the demand must become effective, and that within the near future the lard situation should begin to show a change of form.

The past week has seen the long side deserted by some of its recent most ardent supporters and has resulted in an almost unanimous bearish feeling. Some of the

original bulls are still holding on, but it is believed they have hedged themselves by sales of the deferred months. Generally the belief appears to be that until the bulk of the seed and crude oil passes out of the hands of the producer, and into the strong hands of the leading refiners, a sagging market will be witnessed.

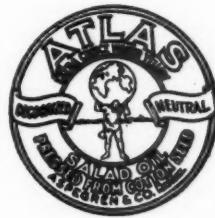
The grain markets also made new lows for the season throughout, while at one time the remarks of Lloyd George that England was facing the most serious unemployment problem of the century induced considerable selling, although his remarks that the Government was going to bend every effort to relieve the labor situation and the industrial situation, were lost sight of.

The decrease of over 10,000,000 lbs. in the lard stocks the first half of October, bringing the present stock down to 23,583,000 lbs., against 32,353,000 the same time last year, was without influence on lard or oils, the belief prevailing that the smaller the stocks, the less the larger packers would support the western lard market.

Outside oils were heavy in tone, while stearine dropped a half cent to 10 cent sales, and tallow was down about a half cent, with special loose at New York 5 1/4@6c. City lard at New York was 9 1/4c, whereas compound was 11@11 1/4c. The threatened rail strike, although bringing about a little improvement in the cash demand for oil and compound, was construed

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as bearish for the long pull, and on the whole the market appeared devoid of anything that might tend to check its downward course.

Crude oil broke to 6.85c sales in the Southeast, 7 cents asked in the Valley, and 6 1/2c in Texas. Texas bleachable continued around 7 1/4c. Deliveries on October contracts were small but effective, deliveries to date amounting to 3,500 bbls.

The Government report showed an enormous movement of seed, more than double that of last year, a production of crude oil the first two months nearly treble that of a year ago, and a production of refined oil just about three times that of the first two months last year. The report, however,

showed domestic consumption in September of 256,000 bbls., exports of about 19,000 bbls., or a disappearance of 275,000 bbls., making the consumption in August and September this year 542,000 bbls., against 380,000 last year, or an increase of 160,000 bbls. for the period this year, which is equal to a fair average monthly consumption, while estimates on the consumption for October are running around 200,000 bbls.

The visible supply increased only 80,000 bbls. during the month and is around 600,000 bbls., against 542,000 a month ago, in face of the fact that 396,000 tons of seed have been crushed in two months against 167,000 tons last year. The visible supply of refined oil is 224,000 bbls., against 430,000 last year.

Taking the outside figures on the carry-over, or 725,000 bbls., and allowing for a possible under-estimating of the cotton crop and placing the crush this year at 1,725,000 bbls., whereas indications are for 1,500,000 bbls., the season's supplies would be 2,450,000 bbls., of which 542,000 bbls. have gone into consumption the first two months, leaving approximately 1,900,000 bbls. to come forward, or an average monthly supply of 190,000 bbls.

Should the consumption continue the balance of the year at the rate of the first two months, it would be at the rate of 3,150,000 bbls., while should it fall off to 200,000 bbls. per month the balance of the season, it would be over 2,500,000 bbls. for the year, and even should it drop to 150,000 bbls. per month from now on, it would amount to over 2,000,000 bbls. for the season and even at the smallest figure leave a small carry-over—in fact, a carry-over of some 300,000 bbls. or more less than carried over this season.

The Government report and an analysis of consumption follow:

### COTTONSEED PRODUCTS CENSUS.

	1921.	1920.
Cottonseed—Stock Aug. 1, tons	95,000	30,066
Received, Aug. and Sept. ....	684,000	275,000
Crushed, same time ....	393,000	167,000
On hand Sept. 30 ....	381,000	138,000
Crude Oil—Stock Aug. 1, lbs.	19,871,000	22,620,000
Produced, Aug. and Sept. ....	119,431,000	47,842,000
Shipped out, same time ....	33,304,000	32,877,000
On hand Sept. 30 ....	50,575,000	33,221,000

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EXPORT

IMPORT

Refined Oil—Stock Aug. 1, lbs. 231,630,000 297,742,000  
Produced, Aug. and Sept. .... 74,672,000 26,220,000  
Stock Sept. 3 .... 86,611,000 172,059,000  
Cottonseed oil exports—Aug. ....

Sept. .... 12,600,000 7,512,000

### COTTONSEED OIL CONSUMPTION.

Stocks refined oil Aug. 1, lbs. 231,630,000 297,742,000  
Produced Aug. and Sept. .... 74,672,000 26,220,000  
Total supply, lbs. .... 306,202,000 323,961,000

Aug. Sept. exports .... 12,699,000 7,512,000

Stocks Oct. 1, lbs. .... 89,611,000 172,059,000

Total exports and stocks .... 102,310,000 179,571,000

Sept. domestic consump., bbls. .... 256,000 172,000

Aug. Sept. dom. consump., lbs. .... 100,000 12,000

Exports Sept., bbls. .... 10,000 12,000

Exports two months, bbls. .... 32,000 19,000

Consumption domestic and export, 2 months, bbls. .... 542,000 390,000

### COTTONSEED OIL—Market transactions.

Thursday, October 13, 1921.

	Range—	Closing—
Spot	Sales. High. Low.	Bld. Asked.
Oct.	825 a	870
Nov.	870 a	873
Dec.	875 a	878
Jan.	876 a	878
Feb.	880 a	886
Mar.	896 a	898
Apr.	899 a	900
May	912 a	914
Total sale: 20,300.	Prime Crude S. E.	700@71 1/2.

Friday, October 14, 1921.

	Range—	Closing—
Spot	Sales. High. Low.	Bld. Asked.
Oct.	825 a	870
Nov.	868 a	880
Dec.	875 a	878
Jan.	876 a	879
Feb.	880 a	888
Mar.	891 a	900
Apr.	902 a	904
May	915 a	916
Total sales 19,600.	Prime Crude S. E.	700 sales.

Saturday, October 15, 1921.

	Range—	Closing—
Spot	Sales. High. Low.	Bld. Asked.
Oct.	865 a	880
Nov.	875 a	880
Dec.	881 a	883
Jan.	885 a	887
Feb.	891 a	895
Mar.	905 a	906
Apr.	915 a	916
May	920 a	921
Total sales 5,600.	Prime Crude S. E.	700 sales.

Monday, October 17, 1921.

	Range—	Closing—
Spot	Sales. High. Low.	Bld. Asked.
Oct.	865 a	880
Nov.	875 a	880
Dec.	881 a	883
Jan.	885 a	887
Feb.	891 a	895
Mar.	896 a	897
Apr.	898 a	900
May	910 a	915
Total sales 23,700.	Prime Crude S. E.	700 nominal.

Tuesday, October 18, 1921.

	Range—	Closing—
Spot	Sales. High. Low.	Bld. Asked.
Oct.	825 a	875
Nov.	865 a	880
Dec.	885 a	888
Jan.	890 a	892
Feb.	898 a	900
Mar.	906 a	908
Apr.	914 a	916
May	920 a	921
Total sales 23,700.	Prime Crude S. E.	685 sales.

Wednesday, Oct. 19, 1921.

	Range—	Closing—
Spot	Sales. High. Low.	Bld. Asked.
Oct.	828 a	840
Nov.	862 a	868
Dec.	864 a	875
Jan.	865 a	877
Feb.	875 a	885
Mar.	882 a	894
Apr.	884 a	892
May	896 a	907
Total sales 20,300.	Prime Crude S. E.	685 sales.

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## MANUFACTURERS OF COOKING FATS, SALAD OILS AND SHORTENING REFINERS OF VEGETABLE OILS FOR MANUFACTURE OF MARGARINE

Thursday, October 20, 1921.

Cottonseed oil closed 5@18 points net higher. Sales, 29,500 bbls. Prime crude, \$6.85@7.00; prime summer yellow spot, \$8.50@8.60; December, \$8.69; March, \$8.88; May, \$9.03, all bid.

SEE PAGE 33 FOR LATER MARKETS.

**COCOANUT OIL.**—The market the past week has been inactive, and the undertone has been easier, with evidence of a weaker feeling among the trade. There is very little oil pressing for sale, but the demand is extremely slow. Imports are not large, and stocks not heavy, and it appears as though the competition of pure butter has hurt the butter substitute business and consumption of cocoanut oil somewhat. The weakness in cocoanut cake is attracting attention, with prices around \$25 per ton f. o. b. New York. At New York Cochin grade in barrels was 9 1/4@10c, tanks coast 8c, Ceylon grade in

barrels 10 1/2@11c, tanks 9 1/2c and edible in barrels New York, 11 1/4@12 1/4c.

**SOYA BEAN OIL.**—Very little feature to the market, which is barely steady, owing to small demand, but supplies available are small. A feature was the passing in the House of the bill extending the emergency tariffs until February 1 next.

At New York crude in barrels was quoted at 8 3/4c, blown in barrels 9 1/4c, Pacific Coast tanks 7 1/2c, and deodorized barrels 10 1/2@10 3/4c.

**PEANUT OIL.**—Demand for this oil is extremely quiet, and the undertone was weaker, owing to the break in crude cotton oil to below seven cents a pound, but offerings from the south continued light. At New York crude peanut was quoted 1 barrels at 9 1/2@9 5/8c, tanks f. o. b. the mill 8 3/4@9c, refined barrels 11 1/2c, and Oriental, sellers' tanks, coast, 8 1/4@8 3/4c.

**CORN OIL.**—Production is not large, and offerings are light from the west with the market holding fairly well notwithstanding

the weakness in other oils. At New York crude in barrels was quoted at 9@9 3/4c, tanks 8c, refined in barrels 10 3/4c, and in cases at \$11.38 per case.

**COTTONSEED OIL.**—At New York prime summer yellow spot, barrels, 9@9 3/4c, bleachable tanks the mill 7@7 1/4c, crude southeast 6.85c, valley 7c asked; Texas, 6 3/4@7c.

### COTTONSEED OIL EXPORTS.

Exports of cottonseed oil for September, 1921, totaled 7,544,326 pounds with a total value of \$690,341, as compared with 4,848,977 pounds in September, 1920, of a total value of \$831,076. Exports for the nine months ending September, 1921, were 220,275,089 pounds with a value of \$20,503,175, as compared with 112,965,304 pounds for the same period of 1920 having a value of \$25,442,726.

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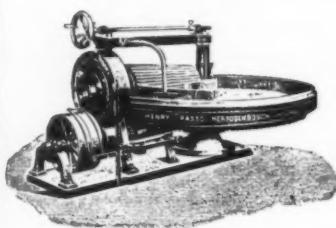
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FIFTH AVENUE BUILDING, NEW YORK CITY**



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**A.H. BARBER CREAMERY  
SUPPLY CO.**

316 W. Austin Ave. CHICAGO, ILL.

#### TARIFF ON PEANUT OIL.

(Continued from page 28.)

but instead continued on until the domestic peanut had graduated from the sphere of the oil mill to that of the peanut roaster and the confectioner's shop.

#### A Tariff Commission Comment.

The tariff commission on page 161 of their vegetable oil survey made this significant comment: "From 1916 to 1918, while imports were increasing about 500 per cent, production increased over 300 per cent and prices advanced about 100

per cent." It is manifest from this statement that importations of foreign peanut oil assuredly exerted no depressing effect upon the markets in this country or there would have been no 100 per cent advance in price. \* \* \*

The refiner of vegetable oils who decides to place upon the market a cooking fat, salad oil or cooking oil of which the base is to be refined peanut oil or perhaps straight peanut oil, is actuated primarily by the thought that he will at all times be assured of an ample supply of raw material or crude peanut oil. He would

consider it poor business policy to take steps toward the placing upon the market such a product when the supply of raw material in sight with which to make such is limited. \* \* \*

Thus we see how closely interlocked has been the growth of peanut oil production in the United States and the importations of foreign peanut oil. If after a substantial constant demand for peanut oil in America has been built up by allowing American refiners, soap makers and other users to supplement their need for peanut oil in excess of that beyond the amount turned out by domestic producers with oriental peanut oil, an ill advised move is made to shut off access to these supplies. By the imposing of excessive embargo creating duties it may be safely said that an almost irreparable injury will be done to the domestic product.

The refiners of vegetable oil in America have seen how erratic is the out-turn of the domestic peanut oil, sinking as it did to only 13,086,000 pounds' production in 1920, and rather than devote their time and effort to the relatively small quantity of same available they will turn to other vegetable oils procurable in large, dependable volume.

(To be continued.)

## VEGETABLE OILS

(REFINED AND HARDENED)

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"NEUTREX"—REFINED EDIBLE COCOANUT OIL  
"AFREX"—REFINED EDIBLE PEANUT OIL  
"COTTREX"—CHOICE BUTTER COTTONSEED OIL  
"GOLDEX"—COTTONSEED COOKING OIL  
"SUNFLEX"—COTTONSEED SALAD OIL  
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IXL COOKING OIL

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BUTTER OIL

Cable Address "AMCOTOIL"

## THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSING MARKETS.

## Provisions and Lard.

Hog products steadied somewhat the latter part of the week, with a rally in grain markets, and a steadier tone in hogs, due to reports of hog cholera in Illinois and Indiana, and an improvement in domestic cash trade. Export interest was quiet, but export clearances continued liberal.

## Cottonseed Oil.

Cottonseed oil recovered slightly from the low levels, with evidence of sold out conditions, less active liquidation, covering of shorts, some buying of nearby positions by refiners and lighter offerings of crude. The crude market was firmer at 6.90@7c in the Southeast; 6.90c bid for Valley and 7c bid for Texas. The National Ginners' Association placed ginnings to October 18 at 5,700,000 bales, or 74 per cent of the crop. The West covered freely, and on the whole there was some improvement in general sentiment.

Closing quotations on cottonseed oil on Friday: October, \$8.46@8.55; December, \$8.77@8.79; January, \$8.80@8.81; March, \$8.96@8.98; May, \$9.13@9.15.

## Tallow.

Special loose, 6c.

## Oleo Stearine.

Quoted at 9 1/4c. Extra oleo oil, 13 1/4c.

## FRIDAY'S GENERAL MARKETS.

New York, Oct. 21, 1921.—Spot lard in New York, prime western, \$9.85@9.95; Middle West, \$9.65@9.75; city steam, \$9.25; refined continent, \$11.75; South American, \$12.00; Brazil kegs, \$13.00; com-pound, \$11.00@11.25.

## Marseilles Oils.

Marseilles, Oct. 21, 1921.—Copra fabrique, —fr.; copra edible, —fr.; peanut fabrique, —fr.; peanut edible, —fr.

## Liverpool Provision Markets.

Liverpool, Oct. 21, 1921.—(By Cable.)—Quotations today: Shoulders, square, 78s; shoulders, picnic, 75s; hams, long cut, 114s; hams, American cut, 112s; bacon, Cumberland cut, 93s; bacon, short clears, 92s; bacon, Wiltshire, 98s; Australian tallow, 44s@48s; spot lard, 72s 6d.

## Hull Oil Markets.

Hull, Engand, Oct. 21, 1921.—(By Cable.)—Refined cottonseed oil, 49s; crude, 44s.

## SEPT. OLEO OUTPUT AT CHICAGO.

The oleomargarine output for the Chicago district for the month of September, 1921, was 8,763,173 pounds uncolored and 191,910 pounds colored, a total of 8,965,083 pounds. This is 275,000 pounds more than the output for the preceding month and six million pounds less than the same month a year ago.

Oleomargarine production in the Chicago district by months for the past year is as follows:

	Pounds.
September, 1920	14,716,785
October	14,576,115
November	14,792,920
December	12,654,194
January, 1921	10,906,111
February	10,335,136
March	10,959,277
April	10,029,220
May	6,836,713
June	4,770,525
July	5,958,032
August	8,691,016
September	8,965,083

## RECEIPTS AT CENTERS.

## SATURDAY, OCTOBER 15, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	4,000	4,000
Kansas City	300	300	600
Omaha	200	2,000	200
St. Louis	400	3,000	500
St. Joseph	100	3,500	—
Sioux City	1,000	2,500	1,800
St. Paul	800	1,000	—
Oklahoma City	100	100	—
Fort Worth	200	200	—
Milwaukee	—	100	—
Denver	100	300	2,000
Louisville	100	700	100
Wichita	100	200	—
Indianapolis	100	6,000	2,000
Pittsburgh	200	1,800	1,500
Cincinnati	300	3,000	300
Buffalo	200	1,800	1,200
Cleveland	200	2,000	—
Nashville, Tenn.	—	600	200
Toronto	400	—	100

## MONDAY, OCTOBER 17, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	26,000	31,000	44,000
Kansas City	30,000	6,000	16,000
Omaha	6,000	10,000	10,000
St. Louis	11,000	5,000	2,500
St. Joseph	3,000	4,500	3,500
Sioux City	10,000	4,000	9,000
St. Paul	12,000	11,000	16,000
Oklahoma City	1,800	1,100	—
Fort Worth	2,500	1,300	1,000
Milwaukee	400	600	1,000
Denver	5,400	800	—
Louisville	2,000	1,200	300
Wichita	4,000	1,000	—
Indianapolis	1,000	9,000	400
Pittsburgh	2,400	10,000	5,000
Cincinnati	4,000	5,000	1,100
Buffalo	1,000	18,000	8,000
Cleveland	1,000	5,000	2,000
Nashville, Tenn.	1,000	1,300	100
Toronto	3,500	1,700	5,800

## TUESDAY, OCTOBER 18, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	30,000	16,000
Kansas City	20,000	9,000	11,000
Omaha	10,000	5,000	26,000
St. Louis	6,000	13,500	2,300
St. Joseph	3,000	5,200	4,000
Sioux City	3,000	5,000	1,500
St. Paul	3,000	11,000	4,000
Oklahoma City	2,000	500	—
Fort Worth	2,200	1,200	600
Milwaukee	1,200	5,000	500
Denver	2,600	1,600	3,000
Louisville	600	1,200	100
Wichita	1,000	600	—
Indianapolis	600	13,000	1,500
Pittsburgh	100	2,000	800
Cincinnati	500	5,500	300
Buffalo	100	2,000	1,500
Cleveland	400	3,000	1,000
Nashville, Tenn.	200	1,000	100
Toronto	500	1,400	1,300

## WEDNESDAY, OCTOBER 19, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	14,000	45,000
Kansas City	15,000	7,000	13,000
Omaha	8,000	7,000	20,000
St. Louis	8,500	14,000	8,500
St. Joseph	3,500	7,000	2,500
Sioux City	3,000	5,000	2,000
St. Paul	3,000	13,000	5,000
Oklahoma City	1,600	1,100	—
Fort Worth	5,000	1,000	1,100
Milwaukee	4,000	2,000	1,200
Denver	1,800	200	10,000
Louisville	300	1,400	400
Wichita	700	600	100
Indianapolis	800	11,000	500
Pittsburgh	100	2,500	400
Cincinnati	800	5,600	500
Buffalo	100	2,000	400
Cleveland	300	3,500	1,000
Nashville, Tenn.	100	1,100	200
Toronto	800	2,000	3,000

## THURSDAY, OCTOBER 20, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	16,000	30,000	25,000
Kansas City	7,000	4,000	8,000
Omaha	3,500	5,500	11,000
St. Louis	2,300	8,500	2,000
St. Joseph	1,500	5,000	1,500
Sioux City	1,500	4,000	1,000
St. Paul	4,700	7,000	4,500
Oklahoma City	1,000	400	—
Fort Worth	2,300	1,000	1,000
Milwaukee	700	3,500	400
Denver	1,300	1,300	5,000
Indianapolis	800	9,000	200
Pittsburgh	—	4,000	1,500
Cincinnati	1,300	5,600	700
Buffalo	—	3,100	1,000

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	5,000	19,000	18,000	—
Kansas City	2,400	1,500	1,000	—
Omaha	1,000	4,000	4,000	—
St. Louis	1,300	5,000	1,200	—
St. Joseph	500	3,000	1,500	—
Sioux City	500	3,500	500	—
St. Paul	1,300	5,200	3,500	—
Oklahoma City	700	1,200	—	—
Fort Worth	2,000	1,000	300	—
Milwaukee	200	800	200	—
Denver	2,700	300	12,000	—
Indianapolis	600	7,000	500	—
Pittsburgh	100	4,500	1,200	—
Cincinnati	1,000	6,200	600	—
Buffalo	500	11,200	7,000	—

	What is the proper temperature for scalding hogs and how may it be maintained? Ask THE BLUE BOOK, the Packer's Encyclopedia.
September, 1920	14,716,785
October	14,576,115
November	14,792,920
December	12,654,194
January, 1921	10,906,111
February	10,335,136
March	10,959,277
April	10,029,220
May	6,836,713
June	4,770,525
July	5,958,032
August	8,691,016
September	8,965,083

## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers, for the week ending Saturday, Oct. 15, 1921, are reported to The National Provisioner as follows:

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,854	13,000	29,684
Swift & Co.	5,915	12,400	28,709
Morris & Co.	5,840	8,800	14,412
Anglo-American Packing Co.	4,595	7,700	12,703
Libby, McNeill & Libby	2,022	—	—
Brennan Packing Co.	5,100	hogs	Miller & Hart
Independent Packing Co.	3,000	hogs	Boyd, Lunham & Co.
Philadelphia Packing Co.	11,000	hogs	Western Packing & Provision Co.
Roberts & Oake	3,000	hogs	Others
Local butchers	840	hogs	11,200 hogs

## KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour & Co.	7,200	4,465	10,827
Cudahy Packing Co.	6,012	2,249	8,320
Fowler Packing Co.	1,084	—	—
Morris & Co.	5,552	5,383	6,122
Dold Packing Co.	7,740	3,062	12,834
Swartz & Co.	4,812	4,297	6,644
J. W. Murphy	—	—	44,942
Others	12,699	—	—

## OMAHA.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,277	5,484	3,932
Swift & Co.	3,718	3,081	9,792
Cudahy	3,902	4,951	7,147
Armour & Co.	2,948	4,230	6,257
Dold Packing Co.	1,476	3,734	835</td

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

### Chicago.

**PACKER HIDES** steady to strong. One packer moved three cars of August-September-October heavy native cows at the new rate of 14c. It is reported that 5,000 hides were moved at this level, but only three cars can be confirmed at this time. Several buyers are still looking around the market. A Canadian packer sold October production native steers 15½c their funds. Native steers here are quoted 15c last paid and 15½c asked; Texas quoted 15c paid; lights, 13c paid; extremes, 11c paid; butts quoted 14½c top; Colorados at 13½c; branded cows at 11c, the last sale figure; heavy cows, 14c; lights, 12½c paid; reports current 12¾c bid and refused, asking 13c firmly; native bulls quoted at 8@8½c and branded bulls at 7@7½c for dates and points.

**COUNTRY HIDES**.—A steady to strong market continues in the better description of country hides. Buyers continue interested in raw stock of suitable character, but they hesitate to pay the asked advances of dealers. Sellers are generally talking half to a cent advance on further movement, believing the statistical position of the world raw stock markets warrants the higher levels. The calls for country hides are mainly for the light end of the list and offerings of such hides are extremely meager. Holders claim receipts are small and in addition they are not offering their entire accumulations, reserving a portion for later sale. There is a good demand for good quality extremes at 11c, several dealers reporting open bids for grub free seasonable stuff. Late sales involved goods at that level, including 10 per cent long haired and 5 per cent grubs. Sales have also been effected at 11½c and there is a report from the east to the effect that 12c has been made. Confirmation cannot be obtained here and if effected is thought to have involved 25@40 lbs. goods bordering on small packer description, from first salt. Patent leather tanners are earnestly seeking best quality hides in special weights and are securing but little stock. Holders of the heavier weights of hides seem to consider prospects on them much more rosy than on the lighter stocks, especially in view of the rather wide price difference between such goods and the packer descriptions. Asking rates of 8½c are frequent and some sellers talk 9c for over 45 lbs. hides. Business today is somewhat restricted owing to the tanners' convention here, which has developed into a sort of a holiday by reason of the huge attendance. All weights of seasonable country hides are quoted at 7@8½c Chicago basis for quality, description and sections. Heavy steers are quoted about 9@10c; heavy cows and buffs are priced at 7½@8c for business and 8½@9c generally asked. Recent sales noted at 8c for straight buffs, and also for 55 lbs. and 60 lbs. up hides. There is some interest noted for the 60 lbs. up goods; extremes are quoted at 11@12c with the inside nearer the market for business. Branded country hides quoted about 5@6c flat basis; country packer branded hides range at 8@10½c for lots, dates and sections; bulls quoted 4½@5½c nominal; country packer bulls at 7@8c asked and glue hides at 3@3½c asked.

**NORTHWESTERN HIDES** quiet. No movement noted. The situation is steady to strong with offerings limited and demand moderate. All weight stock is

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ranged up to 8c asked; heavy hides quoted 7@7½c and light stock at 11c usually talked for business. Bulls quoted 5c nominal; kipskins about 9@11c and calfskins at 11@14c. Horsehides, \$3.25@3.50 flat.

**CALF AND KIP** quiet. No movement is reported today. The situation is characterized as easy in tone by reason of tanners' disinterestedness. Sellers are talking full figures and are making skins oversales. A recent bid of 18½c was rejected for local cities and 19c asked. Packers though offered freely at 20c, are said to be available with a bid at 19c. A car of first salted outside city calf sold as noted yesterday at 19c; other lots are available at 18c while the resalted descriptions are quoted at 14@17c for quality; rumors of sales of some size noted at the outside level. Country calfskins are quoted about 11@14c for quality with but little interest shown. Deacons range at 90c@\$1.25 for quality; slunks lately sold at \$1.35. Kipskins recently sold at 17½c for cities. Packers are offered at 18@18½c for dates and points. Some southern kip alone offered at 17½c; best bids are at 17½c and demand is not brisk as heretofore. Outside skins quoted 13@16c.

**DRY HIDES**.—Western all weights quoted 10@12c nominal.

**HORSEHIDES** steady. Mixed hides, \$5.40@4.00; recent sales noted at \$3.75@3.85 for good lots.

**SHEEP PELTS** strong. Packer sheep and lambs, 97½c@\$1.10 last paid; dry pelts, 10@12c; pickles, \$3.00@4.50; goats, 25@75c.

**HOGSKINS**.—Quiet. Country run, 15@30c; rejects half: strips, 4c.

### New York.

**PACKER HIDES**.—A car of October city packer butts sold at 14c and a car of similar salting Colorados brought 13c. Those rates have been continually bid and were accepted by one seller for entire October production. Most killers have been endeavoring to obtain 1½c higher. Natives sold this week in a moderate way at 14½c, which is in line with the western situation. Cows are quoted at 11@11½c, bulls are quiet at 8@8½c for descriptions.

**SMALL PACKER HIDES**.—No new developments noted in small packer hides. All weight late slaughter cows and steers quoted at 12@12c with the inside about buyers' views. Some quiet business has been done at 12½c. Steers alone quoted up to 14c paid for choice Penn stock. Spreads are priced up to 16c. Bulls and branded 7@8c; inside lately paid.

**COUNTRY HIDES**.—Business in country hides is slow but the market is considered steady in tone. Large eastern tanners continue packing up lots of eastern and central western all weight hides in a range of 4@6½c as to quality, dating, etc. Most shippers demand 12c for best midwest grub free extremes now and talked up to 8½c for buffs of the same quality. Tanners are interested in best varieties of extremes at 11c, but hesitate to better than figure, except possibly for weights to 40 lbs. for patent leather outlet. There are some open orders floating around for short weight extremes which are not being filled. Patent leather tanners express a willingness to go as high as 13c for stock bordering on packer

quality in such weights. Southern extremes are held up to 11c for river stock, grub free and late slaughter. Far southerners quoted down to about 7c. Most tanners do not care to better 7@7½c basis for over 45-lb. hides, but sellers decline to accept less than 8c and some business has transpired.

**IMPORTED WET SALTED HIDES**.—A steady to strong situation continues in the frigorifico descriptions, and as noted late yesterday a pack of 5,000 Swift La Plata steers sold at the new rate of \$51.25, following rather ample movement on a \$50 basis. The \$51.25 price Argentine gold figures out close to 18¾c e. i. f. New York basis and the purchaser is an American consumer. Unsold stocks of frigorifico steers are reduced to almost nothing, late sales usually taking in forward slaughter.

**CALFSKINS** slow. Buyers and sellers are apart in their views of the market and trimmed New York city skins. Sellers have meager supplies, having cleaned out lately at \$1.75@2.25@2.65 for three weight goods and demanding equal rates on subsequent business. Tanners have purchased practically nothing for a week past and expect the inaction to result in increased holdings and lowered rates. Outside skins last sold at \$1.35@2.00@2.40; untrimmed skins, 15@18c; kip, \$3.50@4.15 paid.

### CENSUS OF HIDES AND SKINS.

Following is a comparative summary of stocks of principal classes of raw hides and skins and finished leather on hand and in transit Aug. 31, 1921, as reported by the U. S. Census Bureau:

	Stock on hand and in transit	Aug. 31, 1921	July 31, 1921
<b>RAW STOCK:</b>			
Cattle, hides	6,494,281	6,448,869	
Buffalo, hides	169,694	194,126	
Cattle and kip—			
Foreign tanned, hides and skins	116,033	225,205	
Calf and kip, skins	4,354,333	4,620,633	
Horse, colt, ass and mule, hides	350,291	367,058	
Goat and kid, skins	10,948,785	9,784,714	
Cabretta, skins	1,000,359	1,109,005	
Sheep and lamb, skins	13,904,019	13,761,905	
Kangaroo and wallaby, skins	314,296	374,430	
Deer and elk, skins	256,391	235,132	
Pig and hog, skins	82,996	119,909	
Pig and hog strips, lbs.	445,362	808,455	
<b>LEATHER:</b>			
Sole leather, backs,			
bands and sides	11,056,288	11,424,405	
Belting butts, butts	927,821	924,992	
Harness leather, sides	482,387	582,377	
Case bag and strap leather, sides	268,251	287,925	
Skirting and collar, sides	310,308	205,581	
Weltling leather (cat- tle), sides	6,597	15,024	
Lace and latigo leather, sides	72,745	76,587	
Offal sole and belting, pounds	83,373,344	87,915,522	
Upholstery—grains			
(ton), hides	91,890	103,667	
Upholstery—in machine bufed, hides	101,588	98,555	
Upholstery—splits, hides	284,563	304,017	
Cattle side, upper, hides	8,591,216	8,326,130	
Glove-cattle grains, sides	21,544	20,470	
Cowhide, sides	70,567	55,413	
Buffings, hides	118,760	122,311	
Splits (cattle) equiv- alent sides	5,167,935	5,280,950	
Horse and colt, fronts	527,414	609,154	
Horse, butts	563,905	632,498	
Horse splits, fronts	45,582	47,483	
Horse splits, butts	188,604	348,849	
Calf and kip, skins	7,179,801	6,963,030	
Goat and kid, skins	21,168,346	21,543,260	
Cabretta, skins	3,267,578	3,375,715	
Sheep and lamb, skins	9,562,617	10,336,647	
Shearlings, skins	366,789	353,206	
Skivers and fleshers, pieces	1,146,701	1,158,358	
Kangaroo and wallaby, skins	600,160	820,579	
Deer and elk, skins	278,913	331,606	
Pig and hog, skins	67,349	73,737	
Pigskin strips (weltling), pounds	2,063,000	2,695,910	
Seal, skins	40,099	35,623	
Roller leather, skins	139,051	149,636	
Hat sweats, skins	160,178	159,709	
Chamois, skins	357,998	369,384	
Blocks, dozen	1,036,386	808,344	
Cut soles, dozen pairs	7,909,368	6,909,575	

The delay in the publication of this report is due to waiting for data from a number of establishments which did not make returns until after the first of October.

**"WANCO", a mighty factor in the solution of Rendering Problems**

C. H. A. WANNENWETSCH & CO., 560 William Street, BUFFALO, N. Y.

## LIVE STOCK MARKETS

### KANSAS CITY.

(Special Letter to The National Provisioner.)  
Kansas City Stock Yards, Oct. 19, 1921.

Though trade in livestock continued in big volume prices were easier, with moderate declines in some classes of cattle and sheep, and a general decline in hogs. The bulk of the hogs sold off 15 cents, and under the 8 cent level again. The best killing steers and cows were steady and the medium plain and common steers 10 to 15 cents lower. Stockers and feeders held steady. Lambs were off 10 to 15 cents.

Receipts today were 15,000 cattle, 7,000 hogs, and 13,000 sheep, compared with 12,000 cattle, 6,000 hogs and 13,000 sheep a week ago, and 11,000 cattle, 6,500 hogs, and 12,000 sheep a year ago.

Good to choice fed, wintered summer grazed and best grass fat steers sold readily at steady prices. The plainer kinds, including some short fed and warmed up steers were 10 to 15 cents lower, and the low quality grass steers that carried little flesh were off 15 to 25 cents. Some medium weight steers sold up to \$9.75, and prime heifers up to \$9.50. Other steers mostly short feds sold at \$8.00 to \$8.75. Cows and heifers were barely steady. Veal calves were stronger.

Common to fair classes of stockers and feeders sold rather slowly at about steady prices. The better grades, however, continued in active demand at firm prices. Large supplies are going into feeding sections eastward, and comparatively few into Kansas and Oklahoma. Stock calves are selling freely at fully steady prices.

Hog prices were off 10 to 15 cents and the 8 cent quotation disappeared from the list once more. The top price was \$7.95 and the bulk of the hogs sold at \$7.25 to \$7.90. Pigs sold up to \$8.25. Trade moved slowly until the decline was established and then offerings sold readily.

Prices for both sheep and lambs were 10 to 15 cents lower. Most of the good lambs sold at \$8.00 to \$8.25 and ewes at \$4.00 to \$4.25. Feeding lambs sold largely at \$6.50 to \$7.00.

### ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Oct. 19.

There is just now being received the heaviest volume of cattle of this year. For the week ending today the count is right at 36,000. On Monday of this week receipts were 13,753 which was the largest day of the present year. On strictly good cattle both matured and in the yearling class, prices hold to a steady basis. On Tuesday a full car of 1,035-lb. yearlings strictly choice brought \$11.75, the top sale of the year. A number of other sales were reported at \$10.25@11.00. The top for the week on heavy steers was made on Tues-

day on a load of 1,329-lb. beeves which brought \$9.25.

Medium to good beef steers and yearlings ranged from \$8.25@9.00, while the common kinds which constitute the larger portion of the receipts ranged from \$5.75 @8.00, and as low as \$5.00@6.00 on the grassy, undesirable ones. Grass yearlings run from \$3.40@7.50, butcher cows \$3.50 @5.00. On all grades of both beef and butcher cattle, with the exception of the best grades already mentioned, the market is unevenly lower and in spots as much as 50c. The windup of the season on Texas and Oklahoma cattle is coming. There were in the neighborhood of one hundred carloads this week and they range in price from \$5.00@6.00. Texas stock calves which are coming in fair quantity are selling from \$5.00@6.00, the top figure being paid on the yearling variety.

Hogs this week total 58,000 and the quality uneven. There are some receipts of well finished hogs, but there are a great many light unfinished ones in the runs. Prices have held to a more or less steady basis for the most of the period. At this writing under a slightly increased run for the past two days, the trend of prices is right to a lower basis and today's quotations are right at 50c lower than a week ago. They are as follows: Mixed and butchers, \$7.90 @8.10; good heavies, \$7.90@8.10; roughs, \$5.00@6.50; lights, \$7.90@8.10; pigs, \$7.85 @8.15; bulk, \$7.90@8.00.

The run in the sheep house for the period totals 13,000 head. Not much can be said for the quality of the sheep that are being offered, and this fact has much to do with a lower trend in prices. It requires a very good lamb, indeed, to bring \$8.00 today, the run generally is selling between \$7.50@7.75, with very few good enough to go above the top figure. Fat sheep hold to a fairly steady basis and are bringing around \$4.00. Heavy sheep are selling from \$3.25@3.50.

### OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Nebr., Oct. 19.

Cattle values have been working toward lower levels this week owing to the very liberal supplies, but the decline has not been at all serious and 15@25c would probably cover it. Buyers still favor the yearlings that are well finished and find a ready sale at \$10.50@11.50 while few heavy cattle sell up over \$9.00 and most of the fed stock is going at a spread of \$7.50 @8.75. Western rangers have held about steady, choice steers selling as high as \$7.00@7.50, fair to good grades going

largely at \$5.75@6.75 and common to fair stuff at \$4.50@5.50 and on down.

Cows and heifers have shown even more decline than steers, while choice heifers bring \$5.75@5.75. It takes the best cows to bring \$4.75@5.25, while bulk of the fair to good butcher stock is going at \$3.50@4.50. Business in stockers and feeders has been of fairly liberal proportions, but country buyers' views are decidedly bearish and the bulk of the trading is around \$4.50@5.50.

Hogs have been selling very unevenly of late and judging by the bearish attitude of both packers and shippers, prices would have declined seriously had it not been for the very moderate supply. Buyers all insist that prices will be sharply lower as soon as the fall run of hogs starts, and undertone to the trade continues decidedly weak.

Light and butcher weight loads still sell freely at the best prices, while it is a draggy and uncertain deal on the hogs carrying much weight. With less than 8,000 hogs here today prices declined 25@40c, and the trade was slow throughout. Tops brought \$7.85, against \$8.35 last Wednesday, but bulk of the trading was at \$6.25@7.25, or not much different from a week ago.

Sheep and lambs are now selling 50c@\$1.00 lower than a week ago, although receipts have not been at all excessive and demand has held up well from both packers and feeder buyers. Eastern mutton markets have been reported in bad shape and this has been the principal bearish influence, although the prospective railroad strike has also been a bearish factor.

Fat lambs are quoted at \$7.00@8.00, yearlings at \$5.00@6.00, and ewes at \$3.00 @4.25. Competition from of feeder buyers held up fairly well and prices have not declined as much on feeders as on fat stock. Fair to choice feeder lambs are selling at \$6.50@7.50, and feeder ewes at \$2.75@3.75.

### FOREIGN EXCHANGE SITUATION.

[Editor's Note.—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Illinois.]

Country—Monetary unit.	U. S. money.	Value unit
Austria—Krone	\$0.203	.0006
Belgium—Franc	.193	.0715
Czecho-Slovakia—Krone	*	.0107
Denmark—Krone	.208	.1920
Finland—Finmark	.193	.0160
France—Franc	.193	.0177
Germany—Mark	.298	.0068
Great Britain—Pound	4.996	.3198
Greece—Drachma	.193	.0445
Italy—Lira	.193	.0305
Japan—Yen	.498	.4850
Jugo-Slavia—Krone	*	.0037
Netherlands—Florin	.402	.34
Norway—Krone	.298	.1280
Poland—Polish Mark	*	.0003
Romania—Leu	.193	.0077
Russia—Rouble	.515	.....
Serbia—Dinar	.193	.0146
Spain—Peseta	.193	.1330
Sweden—Krone	.268	.2318
Switzerland—Franc	.193	.1840
Turkey—Turkish pound	4.40	.....

\* No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

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Fat grass cattle coming from Texas and Colorado are selling at low prices here. A trial order will prove the truth of our assertion.

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**Live Stock Order Buyers**

KANSAS CITY, MISSOURI

STOCK YARDS

## ICE AND REFRIGERATION

### ICE NOTES.

A new ice plant is to be built by W. A. Davis at High Point, N. C.

The Henry Artificial Ice Co. is installing new equipment at Henry, Ill.

The Davenport Ice Co. is going to erect a new ice plant at Davenport, Ia.

Isaac Burkhardt of Ephrata, Pa., is to build a new ice plant at Lititz, Pa.

The Federal Ice Co. is building an ice plant to cost \$300,000 at Lakeland, Fla.

W. J. Houmark, of Minden, Neb., is planning to remodel and extend his ice plant.

The Merchants' Produce Co. is to erect a new ice plant at Amarillo, Tex., immediately.

The Polar Wave Ice & Fuel Co. will shortly erect a manufacturing plant with a daily capacity of 300 tons and a storage house with a capacity of 20,000 tons.

The Monticello Electric Co., Monticello, Ia., is planning to erect a new ice plant in the near future.

William B. Goyert has plans for the erection of an ice and cold plant at Batesville, Ripley County, Ind.

The Douglas Ice Co., Douglas, Ga., of which E. S. Tally is manager, is building a new cold storage for meats.

W. E. Eckhardt and E. Carroll of Houston, Tex., have filed an application for a permit to build a new ice plant at Houston.

The Wichita Ice and Cold Storage Co. is planning to construct a large addition to their plant at Wichita, Kans., which will cost about \$200,000.

The Centralia Ice and Cold Storage Co., Centralia, Ill., is to begin work very shortly on a new ice plant, according to F. J. Horn, manager of the company.

The Earlington Ice Co., of Earlington, Ky., is planning to build a new plant immediately.

The National Manufacturing and Engineer Co., which has been incorporated with a capital of \$150,000, will manufacture cold storage systems at its plant at North Manchester, Ind. The president is W. M. Swain, president of the Indiana Silo-Tractor Co.

### FROZEN AND CURED MEAT STOCKS.

Summary of cold storage holdings of frozen and cured meats on October 1, 1921, with comparisons, is given by the U. S. Bureau of Markets as follows:

	Oct. 1, 1921 Pounds.	Oct. 1, 1920. Pounds.	Sept. 1, 1921. Pounds.
Frozen beef	44,126,000	58,401,000	50,204,000
Frozen pork	64,158,000	87,592,000	103,486,000
Frozen lamb and mutton	6,015,000	25,325,600	5,903,000
Cured beef	7,762,000	10,189,000	8,438,000
In process of cure	7,724,000	9,395,000	8,672,000
Dry salt pork	84,644,000	188,399,000	117,284,000
In process of cure	64,849,000	44,989,000	88,507,000
Pickled pork	103,105,000	141,060,000	27,504,000
In process of cure	151,895,000	154,400,000	192,686,000
Lard	83,823,000	106,258,000	149,886,000
Miscellaneous meats	69,498,000	63,957,000	79,778,000
Note.—These holdings include stocks in both cold storage warehouses and packing house plants.			

### DAIRY PRODUCT AND EGG STORAGE.

Cold storage holdings of dairy products and eggs on October 1, 1921, with comparisons, are reported as follows:

	Oct. 1, 1921. Pounds.	Oct. 1, 1920. Pounds.	Sept. 1, 1921. Pounds.
Creamery butter	90,123,000	113,385,000	92,292,000
Packing stk. butter	2,143,000	3,786,000	2,519,000
American cheese	44,842,000	55,077,000	46,635,000
Swiss cheese	4,149,000	4,743,000	3,337,000
Gruyere and Munster	1,703,000	1,869,000	1,683,000
Lemongrass	1,141,000	1,333,000	1,065,000
Cottage, pos. and butter	3,280,000	5,780,000	3,510,000
Cream and Neuf- châtel	404,000	275,000	302,000
All other cheese	6,159,000	5,975,000	6,286,000
Case eggs	6,275,000	5,295,000	7,210,000
Frozen eggs	26,617,000	23,584,000	27,408,000

### POULTRY IN COLD STORAGE.

Following is a summary of cold storage holdings of poultry on October 1, 1921, with comparisons:

	Oct. 1, 1921. Pounds.	Oct. 1, 1920. Pounds.	Sept. 1, 1921. Pounds.
Broiler	8,199,000	7,152,000	4,886,000
Roasters	3,271,000	3,935,000	2,115,000
Peckers	3,168,000	3,000,000	2,570,000
Turkeys	2,437,000	872,000	2,927,000
Miscellaneous	8,557,000	9,225,000	7,564,000
Total	25,598,000	22,953,000	20,064,000

### INTERSTATE COMMERCE CASES.

(Continued from page 20.)

In Docket No. 12189, Indiana Reduction Co. vs. Director General, as agent, complainant's exceptions to the examiner's tentative report ask the commission to find the rate of 22.5 cents applied on ground garbage tankage from East St. Louis, Ill., to Little Rock, Ark., unjust and unreasonable to the extent that it exceeded 12.5 cents, and to award reparation.

In Docket No. 12460, The Oklahoma National Livestock Exchange et al. vs. Director General, as agent, et al., complainants and intervenors have filed a brief asking the commission to interpret the rule in Oklahoma relating to mixed shipments of cattle and calves so as to protect the cattle rates and cattle minimum weights on all shipments involved and for the future, and to award reparation down to that basis.

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Buffalo—Central Supply Co.; Keystone Warehouse Co.  
Chicago—Ernst O. Heinendorf, Chemical Bldg.  
Cleveland—Curtis Bros. Transfer Co.  
Detroit—Brennan Truck Co.

El Paso—R. E. Huthsteiner, 615 Mills Bldg.  
Jacksonville—Jacksonville Whee. & Distributing Co.  
Mexico, D. F.—Ernst O. Heinendorf.  
New York—Roessler & Hasslacher Chemical Co., 709 Sixth Ave.  
Newark—American Oil & Supply Co.  
New Orleans—O. E. Lewis Co., Inc., 638 Camp St.  
Norfolk—Southgate Forwarding & Storage Co.  
Philadelphia—Henry Bower Chemical Manufacturing Co.

Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., 158 Tenth St.  
Providence—Edwin Knowles, 28 Custom House St.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Savannah Brokerage Co.  
San Francisco—Mailiard & Schmiedell.  
Toledo—Moreton Truck & Storage Co.; G. H. Weddle & Co., 67 Walbridge Ave.  
Washington—Littlefield, Alvord & Co.

**Hearing on Cotton Oil Postponed.**—In Docket No. 12873, C. A. Alling, doing business as Forest City Cotton Oil Company, vs. Director General as Agent, the hearing now assigned for October 19 at Chicago, before Examiner Wagner, is postponed to a date to be hereafter fixed.

**Sulphuric Acid from Illinois Points to Oklahoma.**—The Commission has discontinued I. & S. Docket No. 1342, the carriers respondent having filed tariffs effective August 12th cancelling the schedules under suspension.

**Reparation Awarded on Poultry and Eggs.**—In Docket No. 8794, Swift & Company vs. The Baltimore & Ohio Railroad Co., et al., the commission has issued an order requiring the payment of \$200.35 to Swift & Company as reparation on account of unreasonable rates charged for the transportation of various shipments of dressed poultry, butter and eggs from Trenton, Missouri, to destination east of the Indiana-Illinois state line.

**Rates on Frozen Meat for Export.**—A rehearing in No. 11012, Swift & Co. vs. Southern Pacific, Director General et al., was held before Examiner Wilson in Chicago, Sept. 19. The order in that case (60 I. C. C. 1-4) awarded reparation to the complainant on 22 cars of frozen meat shipped from San Francisco to New York for export in September, 1917. Rehearing was asked by the Director General because the case was being cited as proof that the export was reasonable per se, which, he stated, had never been before the commission. No. 12223, Armour & Co. vs. Northern Pacific et al., in which reparation was asked on 117 cars shipped from Spokane to New York under similar circumstance, and on which no order has as yet been entered, was set for rehearing at the same time and place. No evidence was put in that case.

### WEEKLY MEAT TRADE REVIEW.

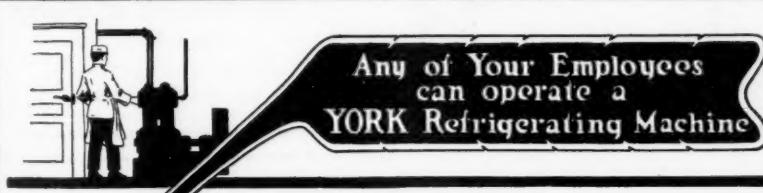
Armour & Company, in their weekly review of meat trade conditions, says:

The volume of meat trade in the packing industry increased materially this week, though much of the selling was done at prices that were far from profitable to the packers. That perhaps is an explanation for the great increase in buying.

Beef trade continues to show gain to the extent of demand and might be characterized as steady to strong.

The demand for fresh pork cuts was heavy, responding to the stimulation of the season and lower prices. The price of fresh pork products, however, did respond to the heavy demand, and strengthened somewhat. The volume of trade in cured pork products was almost unprecedented under normal conditions at this season.

Export trade showed some improvement, and there were large purchases of lard from stocks on hand. The lowest price of



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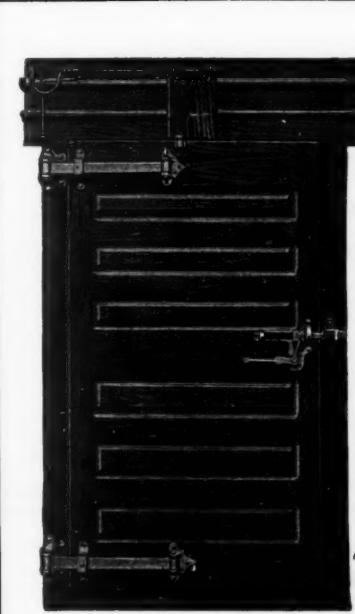
One of our customers says in testifying to the simplicity of his York plant—"It is being operated successfully by an employee who, prior to the installation of this machine, had never seen one nor had any experience in operating one."

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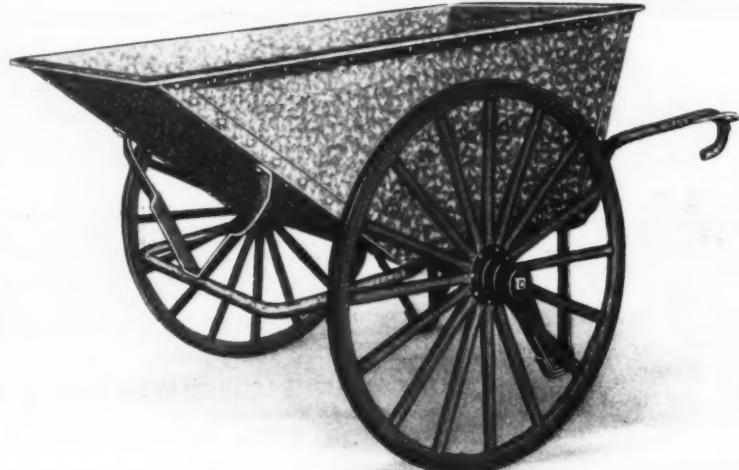


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CHICAGO, ILLINOIS

lard proved too tempting for foreign buyers to ignore. The export of meat remained steady with the previous week. Collections are fair.

**CHICAGO MEAT TRADE CONDITIONS.**

The weekly review of meat trade conditions at Chicago by the United State Bureau of Markets is as follows:

Liberal hold-over supplies in the hands of retailers the first half of the week, due to the light turn-over last Saturday, caused hand-to-mouth buying and resulted in an unsettled and declining market on all prices of fresh meat. Good and choice grades of handy-weight steers proved the exception and maintained the same strong position as in recent weeks.

The week's supply of beef was liberal and considerably in excess of the demand from regular channels of trade. Offerings consisted principally of common and medium grade steers and cows. These grades were not wanted except in cuts. Chucks and plates found a ready outlet, at prices slightly higher than a week ago, while hind-quarter cuts moved under a forced demand at extremely low prices, a liberal proportion of the supply going back to packers for boning purposes. Good and choice handy-weight steers which comprise only a small percentage of the total offering, sold on a strong market. A few scattering sales of strictly choice steers of the yearling type sold early in the week at \$20, bulk of sales of this grade being from \$18 to \$19 and in line with last week's close. Under a light to moderate supply, and a fair demand, bulls held steady throughout the week. The volume of kosher business was light, due to holiday the first part of the week. Demand was fairly active during the latter part of the week, prices being steady at last week's close.

Offerings of veal were only moderate, quality being mostly common and medium grades, with only a limited number of choice grades included. While all grades show a decline for the week, the better grades were in best demand, and sold at relatively stronger prices than the poorer grades which moved mostly under a forced demand.

The fairly liberal offerings of lamb, which consisted mostly of good and choice grades, proved considerably in excess of the slow and narrow demand. Trading was on a forced basis throughout the week, at sharply lower prices than last week's close.

Although the range of prices on mutton show but a slight change from a week ago, the moderate and scattered offerings sold on a week and unsettled market.

Fresh pork prices have fluctuated with the changing demand on the part of the consumer. Early week's trade showed sharp decline compared with last week's close, but with the cooler weather prevailing near the close, prices moved upward, regaining most of the week's early decline.

Closing steady with last week's close on good and choice steers, weak but unchanged on common and medium grades, cows, weak at 50c to \$1 lower, bulls, steady. Veal steady at a decline of \$1, lambs steady at \$1 to \$2 lower, choice lamb declining most, mutton steady. Pork steady on heavyweight loins and shoulders; light and medium weight loins and butts, \$1 to \$2 lower. Picnics steady to \$1 higher. There will be a liberal carry-over of beef and some lamb, and mutton, with other classes, fairly well cleaned up.

**WANTED: A CELLAR BOSS.**

Packers who are seeking to strengthen their operating departments will find this a splendid time to do so. Not in years have so many high-class men been available, and at reasonable terms. Try a "Want" ad. in THE NATIONAL PROVISIONER and see what quick results you get.

## FOR PURCHASING DEPARTMENTS

### BRITISH PACKINGHOUSE EXPERT.

R. W. Bollans, import and export merchant of Liverpool and London and exclusive sales representative of The Brecht Company in the United Kingdom, is at present visiting the United States and posting himself on modern packinghouse equipment and machinery for the benefit of the Brecht Company's English clients.

### "BOSS" BOOST FROM IRELAND.

Words of good cheer are always most welcome in this struggling world for higher efficiency. Doubly welcome are they to a manufacturer when they come from a customer in a foreign country, praising the good work of one of his machines. J. M. Slattery & Sons, Ltd., Tralee, Ireland, have written The Cincinnati Butchers' Supply Co., a splendid recommendation on their "BOSS" U Hog Dehairer sold them recently, which is reproduced in the advertisement of the manufacturers on another page of this issue.

### A REFRIGERATING EQUIPMENT CHART.

The latest stock sheet issued by the Technical Products Co., 300 Madison avenue, New York City, will be of great interest to users of refrigerating machinery and other equipment. It is in the form of a chart, which is bound at the top and bottom with brown colored steel edging, with a brass eyelet at the top so that it can be hung in the engine room or anywhere else. It will be mailed in an 1½-inch mailing tube, and the stock list of guaranteed used machinery, particularly at this time of the year, will be of interest to everyone in the ice or refrigerating business. In referring to it the company says:

"Next season should be equally as, if not more, profitable than the one just closing, and most of the plants during the winter will be getting their houses in order to take care of the demand most of them were unable to accommodate this year. Furthermore, because of the uncertainty of manufacturers' prices today and a year hence, the managers of all the plants owe it to themselves at least to see if they can fill their requirements with good used equipment. A huge saving in initial cost should be sufficient inducement for them to do so."

Users of ice machines or refrigerating machinery will find the operating data on the front and back of this chart of considerable daily value.

### MEAT BRANDING INK.

It is always interesting to the trade to learn of business men or firms who have such an unlimited faith in their own products that they stand back of them heart and soul, and with justifiable pride see their business grow year by year. Such a firm of enterprising young men is Johnson & Henderson, Inc., of No. 229 N. Howard street, Baltimore, Md., who manufacture the highest grade of branding inks and sell large quantities to the packing house trade all over the United States. Their first year's business showed a substantial increase each month, the second year showed an increase of 150 per cent, and the third year a 450 per cent increase over the second year, and now they are enjoying the undivided patronage of every packer to whom they sell throughout the country. The reason for this growth is that in making their inks they use the finest edible products obtainable, which conforms with every regulation of the Bureau of Animal Industry. The ink is

penetrative and dries instantly, is of good body, brilliant and permanent purple color, and warranted to be unadulterated. Besides, both members of the firm are on the job every day, which means everything to manufacturers of a product that is so important to the meat industry.

### YORK MANUFACTURING EQUIPMENT.

Recent sales and installations of York refrigerating machinery and equipment are reported by the York Manufacturing Company, York, Pa., as follows:

The California Dressed Beef Co., Los Angeles, Cal., have added to their York refrigerating equipment one 20-ton York vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Jefferson Market, meat market, Fresno, Cal., one 5-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

United Markets, Inc., St. Petersburg, Fla., one 6-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Cuero Packing Co., cold storage, Goliad, Texas, one 5½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Hugh Smith, meat market, Owensboro, Ky., a 1½-ton vertical single acting belt driven enclosed refrigerating machine and high pressure side complete.

Church & Brassfield, meat market, Homer, Nebr., a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Modern market, meat market, George Desson, proprietor, Roslyn, L. I., N. Y., one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Hodgerson Brothers, meat market, 307 Sumpter street, Brooklyn, N. Y., one 4-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

George Wackman, packing plant, St. Louis, Mo., one 12-ton vertical single-acting belt driven enclosed refrigerating machine and condensing side, including a Flooded atmospheric ammonia condenser.

Chas. Hentz, packer, St. Louis, Mo., one 12-ton vertical single-acting belt driven enclosed refrigerating machine and condensing side, including a Flooded atmospheric ammonia condenser.

George Petroff, meat market, Benton, Ill., one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Farling & Son, meat market, Bluffton, Ind., one 8-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Egyptian Packing Co., Harrisburg, Ill., one 12-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Samuel Heyman, meat market, 5223 Fifth avenue, Brooklyn, N. Y., one 4-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Home Provision Co., meat market, 5820 Broadway, Cleveland, Ohio, one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

E. Moskovitz, meat market, 30 East Federal street, Youngstown, Ohio, one 5-ton vertical single-acting belt driven en-

closed refrigerating machine and high pressure side complete.

A. F. Mochon, grocery and meat market, Wheaton, Ill., one 5-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Julius Goedcke, ham packer, 3713 Lucky street, St. Louis, Mo., one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Westhoven & Sons, meat market, Napoleon, Ohio, one 5-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

W. W. Walsh, meat market, Oliphant, Pa., one 4-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Niels S. Christensen, meat market, Redwood Falls, Minn., one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Merwin R. Berger, provision market, South & Second streets, Greenport, L. I., N. Y., one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

W. P. Melzer, meat market, Shermerville, Ill., one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Harry E. Swan, Inc., provision market, 22 South Main street, Gloversville, N. Y., one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

J. B. Willoughby, meat market, 63 Main street, Dobbs Ferry, N. Y., one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

James Dudlicek, meat market, Chicago, Ill., a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

J. B. Theders & Son, grocery and meat market, Connersville, Ind., one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

O. W. Page, meat market, Lexington, Va., a one-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

George W. Rund, meat market, Rossville, Ill., a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

John J. Holfelder, meat market, 699 Flatbush avenue, Brooklyn, N. Y., one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

J. Rosen, meat market, 1309 Carson street, S. S., Pittsburgh, Pa., one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

A. W. Musselman, meat market, Warren, Ill., one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

F. Hilgemeier & Bro., packers, Indianapolis, Ind., one 10-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Emil Schwartz, meat market, 5634 Fort street, Detroit, Mich., one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Thomas Morris Co., Inc., poultry and egg storage, Farmington, Ill., one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

De Kraker & De Koster, meat market, Holland, Mich., one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

*What is the cause of a dark-appearing hog carcass and how may it be avoided? Ask THE BLUE BOOK, the "Packer's Encyclopedia."*

# Chicago Section

C. W. Dieckmann of the Fostoria Provision Co., Fostoria, O., visited Chicago this week.

August J. Spieler, president of the Celina Stearic Acid Co., Celina, O., was a visitor in the city this week.

Myron McMillan of the J. T. McMillan Co., St. Paul, Minn., and a director of the Institute, was in Chicago this week.

Packers purchases of livestock at Chicago the first four days of this week totaled 49,905 cattle, 78,812 hogs and 73,425 sheep.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, October 15, 1921, for shipments sold out, ranged from 7.00 cents to 19.00 cents per pound; average 11.49 cents per pound.

S. P. Davis, who has been in the cottonseed products brokerage business at Little Rock, Ark., since 1893, has opened an additional office at 327 South La Salle street, Chicago, which is under the management of S. P. Davis, Jr.

It is reported that when Judge Landis gets time to spare from his pursuit of the building trades conspirators, the bootleggers and "Babe" Ruth, he will devote a minute or two to investigation of John W. Hall as a budding monopolist of brokerage talent.

Vice President C. B. Heinemann of the Institute of American Meat Packers was in Atlanta, Ga., this week attending the Southeastern Fair, at which the first cups for winners in the improved livestock breeding contest were to be presented in behalf of the Institute.

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Packing House Specialists

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WILLIAM H. KNEHANS, Chief Engineer  
**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
Manhattan Building, Chicago, Ill.  
Cable Address, Pacarco

What are the average dressing yields of hogs? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

George Gleason, who has been associated with Cross, Roy & Saunders, has returned from his stay in the West and is now at the head of the provision department of John W. Hall, Webster building, Chicago. Mr. Gleason's experience has given him a reputation as a successful trader.

Provision shipments from Chicago for the week ending Saturday, October 11, were as follows:

	Last week.	Last year.
Cured meats	21,318,000	19,951,000
Lard	10,617,000	11,525,000
Fresh meats	31,727,000	24,237,000
Pork	5,721	2,564
Canned meats	29,591	23,834

Receipts for the week were: Cured meats, 1,163,000 lbs.; fresh meats, 12,070,000 lbs.; lard, 10,617,000 lbs.; pork, 600 bbls.

## THE PACKER.

The packer rose from his swivel chair  
At the end of a busy day,  
And slowly closing his roll-top desk  
To himself he was heard to say:  
"When I was a lad out on the farm,  
Feeding dad's cattle, hogs and sheep,  
Little did I dream the time would come  
When they'd haunt me in my sleep."

"Then were the nights full of blissful dreams  
Of the day when I'd be a man,  
And be a packer quite big and rich,  
And never have freckles or tan;  
But now that I'm in the packing game,  
In my dreams fat hogs turn to shoats.  
While big fat steers are but canners poor,  
And spring lambs are nothing but goats."

"Then when my father came home from town  
And told us the market was bad,  
And blamed the packers for his big loss,  
You can bet I was fighting mad;  
But now I awake at dead of night  
In a sweat and limp as a rag,  
When prices of meats go all to pot—  
And I am left holding the bag!"

"Then I remember father once said,  
When prices of livestock were high,  
He'd surely pay off the old mortgage  
By the time the market was laid bare;  
But now that the farmers are making  
The profit they think is their due,  
Consumers are storming and raising  
A regular hullabaloo."

"Then father said that he was quite sure  
The packers were rolling in wealth,  
While he was working the whole day through  
For darn little more than his health.  
But now I know that father was wrong—  
Tis surely a hard life I've led,  
With bankers bounding me all day long  
And nightmares haunting my bed!"

—A. N. B.

**M. P. BURT & COMPANY**  
Engineers & Architects  
Packinghouse and Cold Storage Designing—  
Consultation on Power and Operating Costs,  
Curing, etc. You Profit by Our 25 Years'  
Experience. Lower Construction Cost. Higher  
Efficiency.  
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## HARBISON ON BOOSTER TRIP.

Robert B. Harbison, manager of the western office of the Paterson Parchment Paper Company, will leave Sunday night to make a thorough and extended tour of the meat packing plants in the Pacific Coast states. Besides working for the interests of his company on this trip, Mr. Harbison, as chairman of the boosters' committee of the American Meat Packers' Trade and Supply Association, will canvass the West in an effort to add new members to the Institute of American Meat Packers.

## CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending Oct. 13, 1921, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture, with top prices for selects, compared to a week and a year ago:

	Sales		Top price selects	
	Week	Same	Week	Same
	ending	week	ending	week
Toronto (U.)				
S. Y.	6,272	5,514	6,731	\$10.25
Montreal (Pt. St. Chs.)	2,193	1,864	2,193	10.00
Montreal (E.)	1,151	2,503	1,209	20.00
End	2,094	1,802	889	12.50
Winnipeg	814	202	305	19.50
Calgary	750	325	384	11.25
Edmonton				10.50

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Oct. 20, 1921, are reported to The National Provisioner as follows:

Armour & Co.	13,200
Anglo-Amer. Prov. Co.	6,800
Swift & Co.	12,000
G. H. Hammond Co.	7,800
Morris & Co.	9,500
Wilson & Co.	7,800
Boyd-Lunham & Co.	5,000
Western Pkg. & Prov. Co.	12,800
Roberts & Oake	4,500
Miller & Hart	3,800
Independent Pkg. Co.	3,900
Brennan Pkg. Co.	5,400
Others	11,000
Total	103,500

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economical and effi-  
cient packing and cold  
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Chicago Ill.  
Packing Plants, Cold Storage Buildings, Ice Plants

## Packinghouse Reminiscences

### Tales of the Early Days in Chicago's Beef Killing Business

By John Neil Carbray.

**EDITOR'S NOTE.**—This is the tenth of a series of anecdotes of the old days in "Archer Road" and elsewhere in the beef killing district of Chicago, written by an old-timer who grew up as a boy in the cattle-killing gang and later became one of the champion beef butchers of his day. He is now an inspector in the employ of the federal government. His acquaintance includes pretty nearly every famous character of the early days of the packing business in Chicago, and his reminiscences should be read with interest by those who recall the old days or who would like to hear about them. The author prepared this series of articles especially for THE NATIONAL PROVISIONER.)

#### Attempts at Improved Methods.

But I must return to my main subject of methods of cattle killing.

The great question of killing cattle and supplying the butchers by keeping them busy was still mooted and pending. One day a practical packinghouse man, whose name I've forgotten, returned from a trip in the West. He had been in Cheyenne, Wyoming, and out there in that little, remote town in the cow country he honored a little slaughterhouse with a visit. There for the first time, in 1884, he saw in operation the knocking pens that are in vogue in all modern slaughterhouses down to the present time. Efficiency, expediency and speed were written all over this simple device.

When he returned to Chicago he had already drawn a rough sketch of the contraption and showed his sketch to one of the officials of one of the packinghouses, explaining how it worked. Of course, the method could only be used with iron rails and rollers. But the iron rails and rollers were in use then for some years in 1879 and 1880.

The device was simple enough. A large ketch pen was used, and from it the cattle were driven into a narrow lane of sufficient width so that the cattle could not turn around. For illustration, there were four large hoisting gates, which consisted of the front wall of this narrow lane. Eight cattle were penned in this lane or knocking pen, giving two to each gate or pen. A heavy chain was fastened to the gate leading to the floor of this lane; the floor was the dump.

It worked on a swivel when the cattle were knocked. The man stood on a raised

walk on the outside of the opposite wall. The top of the wall came above his knees. He stood directly over his work. The cattle always were faced one way, so that they never saw this man coming from behind. The knocker, or hammer man, would deliver the blow that sufficed, and the bullock would drop. Then he'd knock the other one and pull the lever. This started the friction hoist which in turn raised the great gate. This raised the floor which threw or dumped the cattle out on the floor. The same lever lowered the gate and the process is repeated over and over again.

This method is used at the present time, because it is the best and speediest device ever conceived, for it never fails in delivering the cattle, no matter how fast the butchers skin the cattle.

#### What New Methods Accomplished.

When the packers changed from the old order to the new they accomplished three very important objects. The first was speed, having solved the problem of supplying their skilled and fast butchers. There was no more waiting. The fast men of those days had their cattle ready and waiting for them.

The second object that was attained was sticking. One of the leading packers always maintained that sticking cattle on the floor was not the proper way, for the reason that they did not bleed out well.

For beef to have a bright, live color it is absolutely necessary that they should be bled out well. In the old days we used to pump them out. When the cattle lay on the floor we would place one foot in the flank of the bullock, catch the tail and press on the flank, at the same time raising the bullock by lifting the hindquarters by the tail and pumping for about five minutes. But it was not successful from a practical standpoint. Our beef, with the exception of the kosher cattle, never had the color that the beef has today. It was always of a dirty red color and never looked right in the markets. It looked as if the cattle were dead a long time before they were bled.

#### Methods of Sticking Cattle.

Kosher cattle, or cattle killed by the Jews, have their throats cut by a rabbi, who uses a long keen knife for that purpose. You can always distinguish their beef from the gentile beef, as it is white and clean, with a beautiful live color to it, and it sells readily. Those cattle are generally big fat native steers or cows. They are shackled by one hind leg, thrown on the floor. There is a long-handled muzzle placed over the nose and mouth, the head is drawn back and then the rabbi almost severs the head from the body.

They are then hoisted up and left there to bleed out. Their free leg does all the work we used to do in the long ago.

To return to my subject, the new method of killing cattle necessitated a new way of sticking the cattle, called hogsticking. As the cattle were dumped out on the floor they were immediately shackled and hoisted by a man on the bridge, and the sticker immediately plunged the knife into the bullock's breast. Then it was shoved over to one side on the rail and left to bleed out thoroughly. There is always sufficient life left in the bullock to pump its own blood to the last drop. Hence the second object was attained.

The third object was the saving of the beef brains. This method of knocking the cattle by striking one blow, saved the brains from being blood-clotted. It also prevented them from being mashed and full of blood. The sticking also helped out materially, for when the brains are taken out they are free from blood clots and in a splendid sanitary condition. Beef brains are a delicious luxury and always have been regarded as such when they were handled in a sanitary manner. Thus, with one stroke, three great objects were attained. Progress was in the saddle and riding hard.

(To be continued.)

Do you know what to do—and what not to do—in killing and dressing a steer? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

## John W. Hall

WEBSTER BLDG.

Chicago

"You Get What You Give"

## BROKER

## Packing House Products

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Tallow—Oils—Greases  
Sanitary Catch Basins  
Tankage—Blood—Liquid Stick  
Bone Meals—Bones—Glue  
and Gelatin Stocks—Pig Skins  
Hog Hair

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## Results Tell the Story

For reference: Any of our customers or Merchants National Bank, Indianapolis.

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LIVESTOCK PURCHASING AGENTS

U. S. YARDS INDIANAPOLIS INDIANA

"IN THE HEART OF THE CORN BELT"

October 22, 1921.

## CHICAGO PROVISION MARKET

Range of Prices.  
SATURDAY, OCTOBER 15, 1921.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—	\$15.00	\$15.00	\$15.00	\$15.00

JAN.	8.05	9.05	9.00	9.05
FEB.	8.80	8.82½	8.75	8.82½
MARCH	9.00	9.02½	9.00	9.02½
APRIL	9.32½	9.22½	9.22½	9.22½
MAY	9.62½	9.62½	9.62½	9.62½
JUN.	7.62½	7.62½	7.62½	7.62½
JULY	7.95	7.85	7.95	7.95

MONDAY, OCTOBER 17, 1921.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—	15.00			

JAN.	9.12½	9.12½	9.05	9.05
FEB.	8.90	8.92½	8.70	8.82½
MARCH	9.07½	9.07½	8.92½	9.02½
APRIL	9.65	9.55	9.50	9.50
MAY	7.65	7.65	7.57½	7.60
JUN.	8.02½	8.02½	7.95	7.95

TUESDAY, OCTOBER 18, 1921.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—	15.00			

JAN.	9.05	9.05	9.00	9.00
FEB.	8.70	8.75	8.65	8.65
MARCH	8.92½	8.92½	8.85	8.85
APRIL	9.07½	9.07½	9.07½	9.07½
MAY	6.37½	6.37½	6.25	6.25
JUN.	7.52½	7.52½	7.50	7.50
JULY	8.00	8.00	7.87½	7.87½

WEDNESDAY, OCTOBER 19, 1921.

	Open.	High.	Low.	Close.
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JAN.	9.05	9.05	9.00	9.00
FEB.	8.70	8.75	8.65	8.65
MARCH	8.92½	8.92½	8.85	8.85
APRIL	9.07½	9.07½	9.07½	9.07½
MAY	6.37½	6.37½	6.25	6.25
JUN.	7.52½	7.52½	7.50	7.50
JULY	8.00	8.00	7.87½	7.87½

THURSDAY, OCTOBER 20, 1921.

	Open.	High.	Low.	Close.
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JAN.	9.05	9.05	9.00	9.00
FEB.	8.70	8.75	8.62½	8.62½
MARCH	8.85	8.87½	8.85	8.85
APRIL	9.05	9.07½	9.05	9.05
MAY	6.00	6.00	5.87½	5.87½
JUN.	7.90	7.90	7.82½	7.82½

FRIDAY, OCTOBER 21, 1921.

	Open.	High.	Low.	Close.
--	-------	-------	------	--------

JAN.	9.05	9.05	9.00	9.00
FEB.	8.70	8.75	8.62½	8.62½
MARCH	8.85	8.87½	8.85	8.85
APRIL	9.17½	9.17½	9.15	9.15
MAY	7.32½	7.32½	7.30	7.30
JUN.	7.82½	7.82½	7.82½	7.82½

SATURDAY, OCTOBER 22, 1921.

	Open.	High.	Low.	Close.
--	-------	-------	------	--------

JAN.	9.05	9.05	9.00	9.00
FEB.	8.70	8.75	8.62½	8.62½
MARCH	8.85	8.87½	8.85	8.85
APRIL	9.17½	9.17½	9.15	9.15
MAY	7.32½	7.32½	7.30	7.30
JUN.	7.82½	7.82½	7.82½	7.82½

## CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 10...	30,952	3,818	31,030	37,142
Tuesday, Oct. 11...	11,127	2,615	28,493	28,447
Wednesday, Oct. 12...	7,513	1,259	14,415	29,223
Thursday, Oct. 13...	10,100	2,861	30,420	17,423
Friday, Oct. 14...	8,886	745	18,804	33,763
Saturday, Oct. 15...	1,000	400	4,000	4,000

Total last week... 94,578

Previous week... 57,157

Year ago... 77,590

Two years ago... 90,071

Two years ago... 14,750

Two years ago... 154,766

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 10...	407	8,224	5,517	
Tuesday, Oct. 11...	468	5,455	10,600	
Wednesday, Oct. 12...	4,917	99	2,439	9,977
Thursday, Oct. 13...	201	4,782	12,142	
Friday, Oct. 14...	40	5,323	4,836	
Saturday, Oct. 15...	500	4,000	1,000	

Total receipts at Chicago for year to Oct. 15...

1921... 1920...

Cattle... 2,344,512

Calves... 613,029

Hogs... 6,171,805

Sheep... 3,721,143

Total receipts at eleven markets:

Week. Year to date.

Week ending Oct. 15... 451,000

Previous week... 423,000

Cor. week, 1920... 397,000

Cor. week, 1919... 474,000

Cor. week, 1918... 342,000

Cor. week, 1917... 468,000

Cor. week, 1916... 400,000

Cor. week, 1914... 468,000

Combined receipts at seven points for week ending Oct. 15, 1921, with comparisons:

	Cattle.	Hogs.	Sheep.
This week	253,000	325,000	341,000
Previous week	250,000	260,000	341,000
1920	280,000	205,000	288,000
1919	388,000	342,000	313,000
1918	352,000	403,000	464,000
1917	368,000	374,000	303,000
1916	336,000	392,000	370,000
1915	224,000	320,000	296,000
1914	245,000	333,000	375,000

Calves counted as cattle at Omaha, St. Louis and St. Joseph.

Chicago packers' hog slaughter for week ending Oct. 15, 1921:

	Cattle.	Hogs.	Sheep.
1921	6,385,000	17,100,000	9,385,000
1920	7,370,000	15,500,000	8,715,000
1919	9,850,000	19,853,000	11,036,000
1918	10,850,000	16,173,000	9,385,000
1917	8,441,000	16,183,000	7,845,000
1916	6,986,000	18,488,000	9,053,000
1915	5,969,000	15,424,000	8,662,000

Calves counted as cattle at Omaha, St. Louis and St. Joseph.

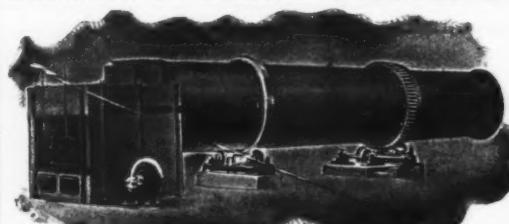
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Saves Time In Drying Tankage  
Satisfies Board of Health

WE INSTALL SUBJECT TO A TEN-DAY TEST

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MACLACHLAN REDUCTION PROCESS CO.

120 Liberty Street

Incorporated

NEW YORK CITY



Wm. Davies Co. .... 1,800  
Others ..... 11,200

Total ..... 101,700

Previous week ..... 95,300

Year ago ..... 92,600

Two years ago ..... 119,500

WEEKLY AVERAGE PRICE OF LIVESTOCK.

Cattle. Hogs. Sheep. Lamb.

Week ending Oct. 15... \$ 8.10

Previous week ..... 8.25

Year ago ..... 7.65

Two years ago ..... 8.60

Cor. week, 1920 ..... 14.50

Cor. week, 1919 ..... 16.65

Cor. week, 1918 ..... 17.65

Cor. week, 1917 ..... 9.75

Cor. week, 1916 ..... 14.60

Cor. week, 1915 ..... 9.85

Cor. week, 1914 ..... 8.90

Cor. week, 1913 ..... 8.55

Cor. week, 1912 ..... 7.90

Cor. week, 1911 ..... 4.25

Market quotations at Chicago:

CATTLE.

Prime steers ..... \$9.00@10.25

Good to choice heavy steers ..... 8.00@ 9.50

Fair to good steers ..... 6.90@ 9.00

Yearlings, fair to choice ..... 8.50@12.00

Feeding steers ..... 5.00@ 7.00

Heifers ..... 5.00@ 6.25

Fair to good cows ..... 5.50@ 6.00

Good choice cows ..... 6.50@ 7.50

Cannery ..... 1.75@ 2.00

Cutters ..... 2.85@ 3.75

Bologna bulls ..... 3.00@ 4.15

Heavy calves ..... 3.50@ 4.00

Good to choice calves ..... 9.00@11.75

HOGS.

Choice light butchers ..... 87.85@ 8.20

Heavy weight butchers ..... 7.75@ 8.20

Fair to fancy light ..... 7.25@ 8.10

Fair to fancy heavy ..... 7.25@ 8.00

Heavy packing ..... 6.50@ 7.25

Rough packing ..... 6.00@ 6.50

Pigs ..... 7.00@ 8.00

SHEEP.

Native lambs ..... 87.25@ 8.00

Western lambs ..... 7.25@ 8.25

Feeding lambs ..... 6.25@ 7.50

Cull lambs ..... 5.00@ 6.75

Yearlings ..... 5.00@ 7.00

Wethers ..... 3.50@ 5.50

Ewes ..... 2.00@ 4.00

BEEF.

No. 1. No. 2. No. 3.

Rib roast, heavy end ..... 30 25 17

Rib roast, light end ..... 32 28 19

Chuck roast ..... 22 18 10

Steaks, round ..... 35 30 20

Steaks, sirloin, first cut ..... 45 35 25

Steaks, porterhouse ..... 52 42 28

Steaks, flank ..... 30 25 18

Corned briskets, boneless ..... 25 20 10

Corned plates ..... 12 10 6

Corned rump, boneless ..... 28 28 21

LAMB.

Good ..... 30 25 17

Legs ..... 33 23 15

Stews ..... 15 12 8

Chops, shoulder ..... 22 18 10

Chops, rib and loin ..... 40 35 25

MUTTON.

Legs ..... 18 15 10

Shoulders ..... 10 8 5

Chops, rib and loin ..... 30 28 20

PORK.

Loins, whole, 8@10 avg. ..... @31

Loins, whole, 10@12 avg. ..... @28

Forequarters ..... @20

Breasts ..... @35

Shoulders

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers	17 1/2 @ 18 1/4
Good native steers	16 1/2 @ 17
Medium steers	11 @ 15
Heifers, good	11 @ 16
Cows	7 @ 11
Hind quarters, choice	22 1/2 @ 24 1/2
Fore quarters, choice	21 1/2 @ 22 1/2

## Beef Cuts.

Steer Loins, No. 1	13 @ 30
Steer Loins, No. 2	13 @ 28
Steer Short Loins, No. 1	13 @ 28
Steer Short Loins, No. 2	13 @ 25
Steer Loin Ends (blips)	13 @ 26
Steer Loin Ends, No. 2	13 @ 24
Cow Loins	13 @ 21
Cow Loins	13 @ 22
Cow Loin Ends (blips)	13 @ 20
Cow Ribs, No. 1	13 @ 21
Cow Ribs, No. 2	13 @ 18
Cow Ribs, No. 1	13 @ 17
Cow Ribs, No. 2	13 @ 15
Cow Ribs, No. 3	13 @ 10
Steer Rounds, No. 1	13 @ 13 1/2
Steer Rounds, No. 2	13 @ 12 1/2
Steer Chucks, No. 1	13 @ 10
Steer Chucks, No. 2	13 @ 8
Cow Rounds	10 @ 10 1/2
Cow Chucks	10 @ 8
Steer Plates	10 @ 6
Medium Plates	10 @ 5
Briskets, No. 1	10 @ 12
Briskets, No. 2	10 @ 10
Steer Naval Ends	10 @ 5
Cow Naval Ends	10 @ 4 1/2
Fond Shanks	10 @ 4
Hind Shanks	10 @ 3 1/2
Ribs	21 @ 12
Strip Loins, No. 1, boneless	10 @ 28
Strip Loins, No. 2	10 @ 25
Strip Loins, No. 3	10 @ 22
Sirloin Butts, No. 1	10 @ 28
Sirloin Butts, No. 2	10 @ 25
Sirloin Butts, No. 3	10 @ 22
Beef Tenderloins, No. 1	10 @ 20
Beef Tenderloins, No. 2	10 @ 17
Rump Butts	10 @ 16
Flank Steaks	10 @ 15
Boneless Chucks	10 @ 12
Shoulder Clods	10 @ 8
Hanging Tenderloins	10 @ 8
Trimmings	10 @ 8

## Beef Product.

Brains, per lb.	7 @ 8
Hearts	2 1/2 @ 6
Tongues	25 @ 30
Sweetbreads	24 @ 28
Ox-Tail, per lb.	4 @ 8
Fresh Tripe, plain	4 @ 4
Fresh Tripe, H. C.	7 @ 5
Livers	7 @ 9
Kidneys, per lb.	5 @ 8

## Veal.

Choice Carcass	18 @ 19
Good Carcass	14 @ 17
Good Saddles	20 @ 28
Good Racks	10 @ 13
Medium Racks	5 @ 6

## Veal Product.

Brains, each	7 @ 8
Sweetbreads	32 @ 58
Calf Livers	24 @ 35

## Lamb.

Choice Lambs	18 @ 18
Medium Lambs	16 @ 16
Choice Saddles	23 @ 23
Medium Saddles	20 @ 20
Choice Fore	14 @ 14
Medium Fore	13 @ 13
Lamb Fries, per lb.	30 @ 30
Lamb Tongues, each	18 @ 18
Lamb Kidneys, per lb.	28 @ 28

## Mutton.

Heavy Sheep	10 @ 7
Light Sheep	9 @ 6
Heavy Saddles	12 @ 12
Light Saddles	10 @ 10
Heavy Fores	6 @ 6
Light Fores	8 @ 8
Mutton Legs	16 @ 16
Mutton Loins	10 @ 5
Mutton Stew	5 @ 5
Sheep Tongues, each	12 @ 12
Sheep Heads, each	10 @ 10

## Fresh Pork, Etc.

Dressed Hogs	16 @ 16
Pork Loins	23 @ 23
Leaf Lard	10 @ 10
Tenderloins	52 @ 52
Spare Ribs	11 @ 11
Butts	16 @ 16
Hocks	10 @ 10
Trimmings	11 @ 11
Extra lean trimmings	15 @ 15
Tails	8 @ 8
Snots	6 @ 6
Pigs' Feet	12 @ 12
Pigs' Heads	7 @ 7
Blade Bones	12 @ 12
Blade Meat	7 @ 7
Cheek Meat	6 @ 6
Hind Fores, per lb.	4 @ 4
Neck Bones	13 @ 13
Skinned Shoulders	4 @ 4
Pork Hearts	5 @ 5
Pork Kidneys, per lb.	5 @ 5
Pork Tongues	12 @ 12
Offal	9 @ 9
Tail Bones	9 @ 9
Brains	8 @ 8
Back fat	13 @ 13
Hams	19 @ 19
Calas	11 @ 11
Bellies	16 @ 16

## SAUSAGE.

Columbian Cloth, Bologna	12 1/2 @ 12 1/2
Bologna, large, long, round, in casings	13 @ 13

Choice Bologna	12 1/2 @ 12 1/2
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## THE NATIONAL PROVISIONER

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Frankfurters	19 @ 19
Liver Sausage	16 @ 16
Tongue and blood sausage, with pork	17 @ 17
Minced Sausage	15 @ 15
New England Style Sandwich Sausage	13 @ 13
Prepared Luncheon Sausage	16 @ 16
Liberty Luncheon Sausage (Berliner)	16 @ 16
Oxford Lean Butts	29 @ 29
Polish Sausage	14 @ 14
Garlic Sausage	17 @ 17
Country Smoked Sausage	17 @ 17
Pork Sausage, bulk	15 @ 15
Luncheon Roll	15 @ 15
Delicatessen Loaf	15 @ 15
Ox Tongues, jellied	16 @ 16
Macaroni and Cheese Loaf	16 @ 16
Loin Roll, cooked	44 @ 44

## Summer Sausage.

D'Arles, new goods	39 @ 39
Beef Casings Salami	37 @ 37
Italian Salami (new goods)	41 @ 41
Capri	33 @ 33
Holsteiner	30 @ 30
Pepetoni, long links	31 @ 31
Farmer	32 @ 32

## Sausage in Brine.

Bologna, kits	1.65 @ 1.65
Bologna, 1/2@1/2	10.15 @ 10.15
Pork, link, kits	1.82 @ 1.82
Pork, links, 1/2@1/2	10.50 @ 10.50
Polish Sausage, kits	1.75 @ 1.75
Frankfurts, 1/2@1/2	9.75 @ 9.75
Blood Sausage, kits	1.55 @ 1.55
Blood Sausage, 1/2@1/2	9.00 @ 9.00
Liver Sausage, 1/2@1/2	8.00 @ 8.00
Head Cheese, kits	1.00 @ 1.00
Head Cheese, 1/2@1/2	5.50 @ 5.50

## VINEGAR PICKLED GOODS.

Pickled Pig's Feet, in 200-lb. barrels	\$15.00
Pickled Plain Tripe, in 200-lb. barrels	15.00
Regular H. C. Tripe, in 200-lb. barrels	15.00
Poached H. C. Tripe, in 200-lb. barrels	15.00
Pickled hog chitterlings, uncooked, blbs.	17.00
Pickled hog chitterlings, cooked, blbs.	24.00
Sheep Tongues, short cut, barrels	48.00
Sheep Tongues, long cut, barrels	42.00
Pork Tongues, barrels	65.50

## CANNED MEATS.

No. 4 No. 1 No. 2 No. 8	Per doz.
Corned beef	\$ 2.25 \$ 3.25 \$ 15.00
Roast beef	2.25 3.25 17.50
Roast mutton	2.40 4.75 18.50
Sliced dried beef	2.35 4.50 52.00
Ox tongue, whole	12.50 15.00 53.00
Lamb Tongue	2.35 3.00 8.00
Corned beef hash	1.50 2.35 4.50
Roast beef hash	1.50 2.35 4.50
Hamburger steak with onions	1.50 2.35 4.50
Vienna style sausage	1.15 2.25 4.15
Luncheon sausage	1.20
Breakfast Sausage	2.00 3.50
Veal loaf, med. size	2.00

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in case	Per doz.
4-oz. jars, 1 doz. in case	6.25
8-oz. jars, 1/2 doz. in case	11.50
16-oz. jars, 1/2 doz. in case	21.00

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	23.00
Plate Beef	20.00
Roulottes	24.00
Rump Butts	22.00
Mess Pork	24.00
Clear Fat Backs	22.00
Family Back Pork	22.00
Bean Pork	18.00

## LARD.

Pure Lard, kettle rendered, per lb.	14 1/4
Pure Lard	12
Cooking oil, per gal., in barrels	11 1/2
Bakers' special cooking oil	11 1/2
Barrels, 3/4 over tierces; half barrels, 1/4 over tierces; tubs and pails, 10 to 80 lbs., 1/4 over tierces.	14 1/2

## BUTTERINE.

Clear Bellies, 12@14 avg.	14.75
Clear Bellies, 14@16 avg.	13.50
Clear Bellies, 18@20 avg.	14.75
Rib Bellies, 12@14 avg.	14.75
Rib Bellies, 20@25 avg.	12.50
Fat Backs, 10@12 avg.	10.75
Fat Backs, 12@14 avg.	11.00
Fat Backs, 14@16 avg.	11.50
Extra Short Clears	12.00
Extra Short Ribs	12.00
Short Clears	12.75
Butts	9.25
Skinned Hams	25% @ 27 1/2
Regular Hams	24% @ 26 1/2
Calas, 4@6 lbs. avg.	15 1/2
Calas, 6@12 lbs. avg.	13 @ 15 1/2
New York Shoulders, 8@12 avg.	14 1/2 @ 14 1/4
Breakfast Bacon, fancy	29 1/2 @ 30
Rib Bacon, wide, 8@12 avg., and strip	17 1/2 @ 22
Wide, 12@14 avg. and strip, 6@7 avg.	21 1/2 @ 22
Wide, 4@6 avg. and strip, 3@4 avg.	22 @ 23
Dried Beef Inside	44
Dried Beef Knuckles	42
Dried Beef Outsides	26
Dried Beef Sets, best	44
Skinned Rolled Hams	60

## WHOLESALE SMOKED MEATS.

Skinned Hams	25% @ 27 1/2

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## Retail Section

### Meat Council for Baltimore

Over two hundred representatives of Baltimore's meat industry met at the Merchants' and Manufacturers' Association rooms in Baltimore on October 18, to consider the question of forming a Meat Council at Baltimore. Members of the Baltimore packing firms and two retail grocers' associations were present, and retailers in seven or eight public markets were also represented, the retailers at Baltimore having no association connections. City officials represented the consumers. William F. Schluderberg, president of the Wm. Schluderberg-T. J. Kudle Company, presided, with M. F. Greenwald of the Greenwald Packing Company as secretary.

Chairman Schluderberg opened the meeting, which had been called to consider the possibility of the formation of a meat council at Baltimore like those in Chicago, New York and elsewhere. Pendleton Dudley, Eastern representative of the Institute of American Meat Packers, explained the idea of the council, the part played by the Institute and its willingness to co-operate.

General discussion followed in which the representatives of the markets and of the grocers' associations spoke, as well as the packer delegates, who were applauded. The meeting favored a council for Baltimore, and a motion to appoint a committee of organization to launch the council in the next week or ten days was carried unanimously. A committee was then appointed, consisting of twenty representatives each of the retailers and the packers, and a meeting was arranged for October 26 to complete organization.

### THE BUSINESS QUIZ.

Last week six questions of primary importance to every business man were printed on this page under the title of "The Business Quiz." Following are the questions repeated, with their answers:

Question No. 1.—Does every note provide for and bear interest?

Answer: Notes bear interest only when so stated at time of contract.

Question No. 2.—What is known as "malleability" and "ductility"?

Answer: "Malleability" is metal with a capacity for being shaped. "Ductility," with a capacity for being drawn out, as wire.

Question No. 3.—What are known as the eight major principles in retailing?

Answer: The eight major retail business principles consist of: (1) Buying of goods; (2) buying of supplies; (3) receiving, checking and distribution of above; (4) the actual selling of goods; (5) delivery of goods to buyers; (6) collection and handling of accounts; (7) management of employees; (8) causes and detection of leaks, losses and gains of profits.

Question No. 4.—When does a note become due which has no date of payment stipulated therein?

Answer: If time of payment is not inserted in a note, it is held payable upon demand.

Question No. 5.—What are known as the five basic principles of business efficiency?

Answer: The five basic principles of business efficiency consist of: (1) Finding the specific purpose; (2) establishing the true facts; (3) arranging facts in relation to groups; (4) Developing and harmonizing a plan of action; (5) Recording data for future reference.

Question No. 6.—Is a contract made on Sunday valid?

Answer: A contract made on Sunday is null and void.

### LOCAL AND PERSONAL.

Baker Bros. are opening a new meat market at Miami, Fla.

Fretag & Catto are opening a meat market at Gladstone, Ore.

Burt Butler is opening a new meat market at Beaver Dam, Wis.

The Dominion meat market has opened on Douglas street, Victoria, B. C.

Edward G. Hanson is building a new meat market at Bartlesville, Okla.

The Reedsport meat market has moved to Rainbow avenue, Reedsport, Ore.

E. H. Hammers sold the Allen meat market, Allen, Nebr., to Jess Truby.

The Bay State market will soon open at 11th and K streets, Tacoma, Wash.

J. F. Hegardt has bought the meat market of Spire & Dulybon at Tama, Ia.

W. H. Welch has sold out his meat market at Leedy, Okla., to Irwin Bros.

Clinton and Wirt E. Redard have opened a meat market at Chippewa Falls, Wis.

Henry Rains has moved his meat market to a new location in Reading, Kans.

Gus Gerken has bought the meat market of Crawford & Bagley, Dayton, Wash.

Dallberg & Kullberg have bought the meat market of A. J. Flint at Troy, Ida.

Lee Hamilton has bought the meat market of W. H. Ross at Lexington, Tenn.

T. E. Bombard is opening a new meat market at 184 Pearl street, Burlington, Vt.

Homer W. Reitz has opened a meat market on Pickering street, Brookville, Pa.

The Sebastopol Meat Company seeks dissolution at Santa Rosa, Sonora County, Cal.

C. M. Berry has purchased the C. C. Irby stock of meats, etc., at Chetopa, Kans.

The Central Market Company has opened at 113 East Sixth street, Topeka, Kans.

Edward Crumley has bought the meat market of Herman Gohring at Spokane, Wash.

C. E. Coon & Son have bought the August Lauterbach market at White Salmon, Wash.

*Do you know how to take off a steer hide, or a calf skin, so that it will grade No. 1? Ask THE BLUE BOOK, the "Packer's Encyclopedia."*

A. G. Kelley and L. R. Brasel will open a meat market on Fourth street, Coulterville, Ill.

Frank L. Detert has purchased the Sanitary meat market on Grand avenue, Merrill, Wis.

W. N. Hansen has purchased the stock of meats, etc., of Fred Peaks at Manhattan, Kans.

Williams Bros. are opening a new meat market at Gilbride and Ridge road, Buffalo, N. Y.

Ira Phillips sustained a considerable loss by fire to his meat market at Greensburg, Ind.

Wallace Geochy is opening a meat market at Market and Second streets, Chehalis, Wash.

Ira Phillips' butcher shop, Grammer, Ind., was destroyed by fire with a damage of \$1,000.

Edward Gantz has bought a meat market at Boonsboro, Md., and will shortly begin business.

O. E. Rebards has disposed of his meat market at Elk City, Kans., to M. E. and Byron Drybread.

Ernest Abel and M. G. Hamilton have bought the meat market of W. W. Jones at Marysville, Mo.

J. A. and W. A. Bernard have opened a meat market at 1004 Central avenue, Kansas City, Kans.

The new Ellensburg meat market, W. J. Masiland manager, has begun business at Ellensburg, Wash.

Ray Adams and E. J. Bardwell have bought the meat market of William Gifting at Cheney, Wash.

Harry S. Miller, proprietor of the Miller Provision Co. in the market house, Warren, O., died recently.

The American Provision Company is opening a new meat market at 24 Broadway, Haverstraw, N. Y.

Edgar Greer has opened a meat market at Covington, N. C., having bought the market of John W. Smith.

The Northwestern Meat Market Company has started business at 2206 North Western avenue, Chicago.

Harry Shorday has bought the meat market of Shorday & Christman, Moreland avenue, Hatboro, Pa.

Benjamin Trotzky, whose meat market is at 57 Second street, Passaic, N. Y., has changed his name to Travers.

Charles C. Kern has purchased the meat and grocery business of A. P. Schuelenberger at Whitehall, Mich.

C. Levy has bought the whole interest in the Tuxeda market at 90 Boulevard street, Rockaway Beach, N. Y.

Robert Bigham has sold his interest in the meat business of Bigham & Spencer at Hewins, Kans., to his partner.

Wm. Routon is manager of the meat department of the new store of the Gamble Grocery Co. at 737 North Main street, Wichita, Kans.

The Thomas Market Co. of Chicago has opened a cash and carry meat market at 115 South Front street, Marquette, Mich. Geo. Rae is manager.

Ree & Porter meat market, Sturgis, Mich., has been sold to Charles and Fred Bergert who will operate it under the name of Bergert Bros.

L. Front will open a meat market at Madison, Ky.

Ole K. Dahl opened a meat market at Benson, Minn.

C. C. Lyong will open a meat market at Agar, S. D.

Carl O. Olson bought a meat market at Lewiston, Minn.

Ivo Lorge has opened a meat market at Wynot, Nebr.

J. F. Hegardt has opened a meat market at Tama, Ia.

Andrew Sauer will open a meat market at Lomira, Wis.

Will Thomm will open a meat market at Marion, Nebr.

O. H. Eliasen will open a meat market at Willmar, Minn.

A. T. Hansen will open a meat market at Enderlin, N. D.

Robert Beagles will open a meat market at Tyner, Ind.

W. G. Gibson will open a meat market at St. Peter, Minn.

Arvin May has opened a meat market at Logansport, Ind.

Jacob Gerzin has opened a meat market at Hibbing, Minn.

George King will open a meat market at Trempealeau, Minn.

M. J. Lawrence has opened a meat market at Emerald, Wis.

Cooper & Kirby have opened a meat market at Crawford, Nebr.

Claude McCloud bought the Hassinger meat market at Albion, Ind.

Jacob Liny sold his meat market at Howe, Ind., to Huberd Bros.

J. A. Glassman is about to build a meat market at Sleepy Eye, Minn.

Hugh Bittner has sold his meat market at Inman, Nebr., to James Vergesen.

E. G. Shimmer & Co. bought the Schumacher meat business at Oelwein, Ia.

L. E. Drophman meat market sold out to Charles Melander at Deshler, Nebr.

Mike Fehl sold his meat market at Oskaloosa, Ia., to Patton & Stuntebeck.

Wm. Gover bought the Hershberger & Goings meat business at Covington, Ind.

J. L. Poland & Son sold their meat market to G. E. Arnold at Gravette, Ark.

George Gage has opened as the City Fish Market at 202 North Burdick street,

F. Nuber and Edward Werth have opened a meat market at Watertown, S. D.

Palmer & Co. have sold their meat market at Scotland, S. D., to Nigrin & Placek.

Gerald Dobbratz and Bernard Mussfeldt will open a meat market at Watertown, Wis.

Wm. E. Echternach has sold his meat market at Casselton, N. D., to W. E. Baum & Co.

V. Lucier has purchased the Bladen meat market at Bladen, Nebr., from H. E. McCoy.

Frank Ruzick of Battle Creek has opened a branch meat market at Norfolk, Nebr.

Cornelius Johnson bought an interest in the Wolfe meat business at Faribault, Minn.

August Schroeder has sold his meat market at Nicollet, Minn., to John C. Stoll.

Sam Storzer sold the Allis Cash Market at West Allis, Wis., to his brother, A. Storzer.

F. B. and E. K. Edison have engaged in the wholesale and retail fish business at Lansing, Mich.

George Walz has purchased the Sanitary Meat Market at Hartington, Nebr., from E. N. Gulig.

Johnson & Coburn have purchased the Osceola meat market at Osceola, Wis., Kalamazoo, Mich.

Chase & Livingston have been succeeded in the meat business at Neely, Nebr., by L. A. Huston.

D. H. Shulkin and Chas. Murasky have engaged in the meat and grocery business at North Omaha, Nebr.

A. J. Clark and Wm. Shake will open a grocery and meat market at the corner of Main and Coleman streets, Rice Lake, Wis.



## Clean Service

The world wants clean things—it welcomes them.

A clean business stands for years. A clean restaurant is flocked to. A clean thought lasts down the ages. Character, which is cleanliness ex-

pressed in goodness, capability, moral stamina, clear thoughts, is sought by the world. Health and success result from cleanliness.

Particular dealers the world over who wrap greasy and moist food-stuffs—dealers who serve particular people—know that it is good business to call the attention of customers to the absolute purity, the positive cleanliness, the superior merits of KVP Parchment.

### Kalamazoo Vegetable Parchment Company KALAMAZOO, MICHIGAN U. S. A.

#### A SIMPLE ACCOUNTING SYSTEM.

Retailers, as well as packers and wholesalers, have long sought a simple accounting system by which they might keep track of their business—to use the slang phrase, "know where I am at." Many retailers are too busy or lack the training to cope with a complicated system of accounting. Mechanical registers have done much for them, but have not entirely solved the problem.

There has recently been perfected a simplified system designed particularly for the business of modest proportions. This system, complete in one book, provides a simple, easy means of keeping a complete record of the business, from which an accurate income tax return can be made to the government without the aid of an accountant.

When no records are kept and the revenue inspector finds a business without books of account, he has the power to call in an accountant to determine how the business stands. The cost of all the accountant's time in such cases is borne by the business man. This cost often runs as high as \$50 a day.

The simplified system referred to contains 312 daily record pages—sufficient for a year's accounts. Fifteen minutes easy work at the close of the day brings the entries to date. Large space provides ample room for large writing, and plainly labeled headings tell just what entries should be made and where.

A monthly summary and yearly report are provided in the latter part of the book. The yearly summary is quickly filled out from the monthly sheet, and making out an income tax return is merely a matter of copying figures. This simplified system does away with the cost of professional bookkeepers and accountants, whether full or part time; it eliminates complicated systems and may be kept easily by an inexperienced person.

The record is in a form easily handled. The cover is finished in hard-bound cloth, and is 11 x 14 inches in size. The modern post type of loose leaf binder is used, with counter-sunk heads, flush with cover; nothing protrudes to scratch the desk.

The Simplified System of Business Ac-

counting is published by The Sholty Printing Company, 1751 Van Buren Street, Chicago, Ill. They extend an additional service for free advice and counsel on all matters pertaining to income tax for a period of one year.

The entire system sells for a nominal price. It can be grasped in a few moments, and when properly kept enables the retailer to become better acquainted with the financial end of his business. It protects him against overpayment of income tax, against trouble with the government for making an incorrect return, and against under-adjustment in case of loss by fire. Additional information regarding this system may be had from THE NATIONAL PROVISIONER, or the publishers.

#### LIVESTOCK PRICE TRENDS.

From August 15 to September 15, 1921, the prices of meat animals, including cattle, hogs, sheep and chickens, to the producers of the United States, decreased 10.4 per cent, and in the past 10 years decreased in the corresponding period 0.3 per cent, according to the U. S. Department of Agriculture. On September 15 the index figure of prices for these meat animals was about 41.8 per cent lower than a year ago, 47.1 per cent lower than 2 years ago, and 25.5 per cent higher than the average of the past 10 years on September 15.

#### For Sausage Makers

# BELL'S

Patent Parchment Lined

# SAUSAGE

# BAGS

and

# SAUSAGE SEASONINGS

For Samples and Prices, write

**THE WM. G. BELL CO.**

BOSTON MASS.

# New York Section

H. B. Collins, provision department, Swift & Company, Chicago, is in town this week.

J. Reece, superintendent of car routes, Morris & Company, Chicago, was in New York this week.

W. D. Priel, assistant superintendent, Armour & Company, Jersey City, has returned from his vacation which was spent touring the West.

John Kirch, former chief of the casing department of the New York Butchers' Dressed Meat Company, is now located with Armour & Company, Sioux City, Ia.

The committee of the Armour Executive Club, Jersey City plant, announce they are planning for a big get-together and initiation. An elaborate program is being prepared.

The national president of the United Master Butchers of America, Jos. Seng of Milwaukee, in a letter to THE NATIONAL PROVISIONER, sends best wishes to the Eastern fraternity.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending Saturday, October 15, 1921, on shipments sold out, ranged from

*What is the chief cause of sour hog meats and how can it be avoided? Ask THE BLUE BOOK, the "Packer's Encyclopedia."*

10c to 18c per pound, and averaged 12.19 cents per pound.

E. S. LaBart, publicity manager, J. H. Agnew, manager construction department, S. C. Fraze, general superintendent, J. J. Wilke, manager branch house department, and C. A. Olsen, sausage department, Wilson & Company, Chicago, have been in town this week.

W. H. Noyes, chairman of the Manhattan Sanitary Inspection Association, has returned from his vacation spent at Chatham, Mass., on Cape Cod. Mr. Noyes is looking fine and is glad to be back in New York and is energetically getting into harness again.

The United Keystone Club of the United Dressed Beef Company has held its first meeting of the fall. The program included among other things an address by Frank Hughes of the cattle-killing department, his subject being "From Feed Lot to Beef Cooler." Mr. Hughes is a beef expert and his talk was worth hearing.

The number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending Saturday, October 15, 1921, are reported by the New York City Health Department as follows: Meat—Manhattan, 10 lbs.; Bronx, 2 1/2 lbs.; Queens, 17 lbs.; Richmond, 90 lbs.; total, 119 1/4 lbs. Poultry and game—Manhattan, 2,078 lbs.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, Oct. 20, 1921, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef—</b>				
STEERS:				
Choice	\$18.00@19.00	\$.....@.....	\$18.00@20.00	\$.....@.....
Good	16.00@17.50	14.50@15.00	14.00@16.00	14.00@15.00
Medium	12.00@14.00	11.50@13.50	11.00@13.50	11.00@13.00
Common	8.00@11.00	9.00@11.00	9.00@10.00	8.00@10.00
COWS:				
Good	11.00@12.00	.....@.....	10.00@11.00	.....@.....
Medium	9.00@10.00	9.00@9.50	9.00@10.00	9.00@10.00
Common	7.00@8.00	8.00@8.50	8.00@9.00	7.50@8.50
BULLS:				
Good	.....@.....	.....@.....	.....@.....	.....@.....
Medium	.....@.....	.....@.....	.....@.....	.....@.....
Common	7.50@8.00	8.00@8.50	8.00@8.50	8.00@8.50
<b>Fresh Veal—</b>				
Choice	18.00@19.00	.....@.....	21.00@22.00	.....@.....
Good	15.00@17.00	.....@.....	19.00@20.00	18.00@20.00
Medium	11.00@14.00	.....@.....	15.00@18.00	15.00@17.00
Common	7.50@10.00	10.00@12.00	12.00@14.00	12.00@14.00
<b>Fresh Lamb and Mutton—</b>				
LAMBS:				
Choice	16.00@17.00	18.00@19.00	18.00@19.00	17.00@18.00
Good	15.00@16.00	17.00@18.00	17.00@18.00	16.00@17.00
Medium	12.00@14.00	15.00@16.00	15.00@16.00	15.00@16.00
Common	10.00@12.00	.....@.....	13.00@15.00	12.00@14.00
YEARLING:				
Good	.....@.....	.....@.....	14.00@15.00	.....@.....
Medium	.....@.....	.....@.....	13.00@14.00	.....@.....
Common	.....@.....	.....@.....	.....@.....	.....@.....
MUTTON:				
Good	10.00@11.00	10.00@11.00	10.00@11.00	.....@.....
Medium	8.00@9.00	8.00@10.00	9.00@10.00	10.00@12.00
Common	6.00@7.00	6.00@7.00	4.00@8.00	5.00@8.00
<b>Fresh Pork Cuts—</b>				
LOINS:				
8-10 lb. average	23.00@25.00	27.00@29.00	28.00@29.00	23.00@26.00
10-12 lb. average	21.00@23.00	26.00@27.00	26.00@27.00	22.00@25.00
12-14 lb. average	17.00@19.00	24.00@25.00	24.00@25.00	21.00@23.00
14-16 lb. average	16.00@17.00	20.00@22.00	20.00@22.00	18.00@20.00
16 lb. over	13.00@15.00	17.00@19.00	17.00@19.00	15.00@17.00
SHOULDERS:				
Plain	.....@.....	.....@.....	.....@.....	.....@.....
Skinned	13.00@14.00	.....@.....	15.00@16.00	14.00@15.00
PICNICS:				
4-6 lb. average	11.00@12.00	15.50@16.00	.....@.....	12.00@15.00
6-8 lb. average	10.00@11.00	14.50@15.00	12.00@14.00	.....@.....
BUTTS:				
Boneless	.....@.....	.....@.....	22.00@23.00	.....@.....
Boston style	15.00@17.00	.....@.....	19.00@20.00	17.00@19.00

\*Veal prices include "hide on" at Chicago and New York.

Bronx, 135 lbs.; total, 2,213 lbs. Fish—Manhattan, 1,283 lbs.

Miss Louise Eldridge, secretary to President F. L. Bisbee of Joseph Stern & Son, who has been with Joseph Stern for the past eight years, is taking a leave of absence for a few months to accompany her sister, Mrs. J. G. Stumps, on a western trip, expecting to visit most of the principal cities all the way to the coast. Miss Eldridge has the best wishes of all of the employees of Joseph Stern & Sons for a pleasant journey, as well as their assurance for a welcome return.

Representative Albert B. Rossdale of the Twenty-third New York district has introduced in Congress a bill providing for the demolition of the old post office building in City Hall Park. Mr. Rossdale in his bill states that the building, having become obsolete, unsuitable and inadequate for its present purposes and uses as a branch post office, Federal court and office building, should be torn down and the site returned to its lawful owners, the city of New York. The bill further provides that the custodian service confer with the present joint postal commission of the House and Senate for added postal facilities for the city of New York, providing adequate housing for the various Federal departments and agencies located in the old downtown office building, as well as for other Federal departments and bureaus located in the city of New York in rented or leased privately-owned buildings. The bill has been referred to the Committee on Public Buildings and Grounds.

## MASTER BUTCHERS' MEETINGS.

The meeting of Ye Olde New York branch, United Master Butchers, held on October 18th, secretary pro tem, George Kramer, states was very well attended. Among the subjects discussed was the annual ball, the arrangements for which are well under way. Louis Goldstein, representative for the program, announced that advertising space on the program was being sold fairly well. There was a demonstration of the fireless cooker which is lined with aluminum and contains aluminum cooking utensils. Orders were taken for the cooker, which is to be sold to the retailer's customer at cost. With reference to the threatened railroad strike the members of this branch have volunteered their services in any capacity to Dr. Copeland, commissioner of health, in case of emergency.

Secretary Henry Himstedt of the South Brooklyn branch reports the meeting held on October 18th had a fairly good attendance. Regular routine matters were taken up and the members showed much interest in the subjects discussed.

At the annual meeting of the New York Retail Butchers Protective Fund, Plate Glass Activity, the same board of directors that served the previous year was re-elected. They are: George Kramer, chairman; Harold Heim, secretary and treasurer; and Aug. F. Grimm, Isidore Bloch, Charles Hembt, Theo. Ginsberg, John Kloes.

**CANADIAN CATTLE MARKETS.**

Sales of cattle and calves at chief Canadian centers with top prices for selects, compared to the same time a week ago and a year ago, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending Oct. 13, 1921:

**CATTLE.**

Sales		Top price good steers		Sales		Top price good calves				
Week	Same	Week	Same	Week	Same	Week	Same	Week	Same	
ending week, ending	Oct. 13, 1920.	Oct. 6.	Oct. 13, 1920.	Oct. 6.	Oct. 13, 1920.	Oct. 6.	Oct. 13, 1920.	Oct. 6.	Oct. 13, 1920.	Oct. 6.
Toronto (U.)	8,105	5,865	6,320	\$ 7.00	\$13.00	\$ 7.00	\$13.00	\$ 7.00	\$13.00	\$ 7.00
S. Y.)	8,105	5,865	6,320	\$ 7.00	\$13.00	\$ 7.00	\$13.00	\$ 7.00	\$13.00	\$ 7.00
Montreal (Pt.)										
St. Chs.)	788	1,341	602	6.00	11.00	7.00	11.00	7.00	11.00	7.00
Montreal (E.)										
(End)	1,598	2,198	865	6.00	11.00	7.00	11.00	7.00	11.00	7.00
Winnipeg	4,150	8,629	5,134	5.25	10.85	5.00	10.85	5.00	10.85	5.00
Calgary	2,036	2,127	1,555	4.00	8.00	4.00	8.00	4.00	8.00	4.00
Edmonton	956	897	960	4.50	8.00	5.00	8.00	5.00	8.00	5.00

**CALVES.**

Sales		Top price good calves		Sales		Top price good lambs				
Week	Same	Week	Same	Week	Same	Week	Same	Week	Same	
ending week, ending	Oct. 13, 1920.	Oct. 6.	Oct. 13, 1920.	Oct. 6.	Oct. 13, 1920.	Oct. 6.	Oct. 13, 1920.	Oct. 6.	Oct. 13, 1920.	Oct. 6.
Toronto (U.)	1,318	937	1,404	\$13.00	\$20.00	\$13.00	\$20.00	\$13.00	\$20.00	\$13.00
S. Y.)	1,318	937	1,404	\$13.00	\$20.00	\$13.00	\$20.00	\$13.00	\$20.00	\$13.00
Montreal (Pt.)										
St. Chs.)	806	1,200	939	11.00	15.00	10.00	15.00	10.00	15.00	10.00
Montreal (E.)										
(End)	889	1,480	926	11.00	15.00	10.00	15.00	10.00	15.00	10.00
Winnipeg	939	724	538	6.50	10.00	6.50	10.00	6.50	10.00	6.50
Calgary	915	1,413	588	5.25	9.75	5.25	9.75	5.25	9.75	5.25
Edmonton	189	177	271	5.00	9.25	5.00	9.25	5.00	9.25	5.00

**CANADIAN MUTTON MARKETS.**

Sales of sheep and lambs at chief Canadian centers, with top prices for good lambs, compared to a week ago and a year ago, are reported by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending Oct. 13, 1921, as follows:

**SHEEP.**

Sales		Top price good lambs		Sales		Top price good lambs				
Week	Same	Week	Same	Week	Same	Week	Same	Week	Same	
ending week, ending	Oct. 13, 1920.	Oct. 6.	Oct. 13, 1920.	Oct. 6.	Oct. 13, 1920.	Oct. 6.	Oct. 13, 1920.	Oct. 6.	Oct. 13, 1920.	Oct. 6.
Toronto (U.)	10,459	13,877	10,446	\$ 9.00	\$13.95	\$ 8.30	\$13.95	\$ 8.30	\$13.95	\$ 8.30
S. Y.)	10,459	13,877	10,446	\$ 9.00	\$13.95	\$ 8.30	\$13.95	\$ 8.30	\$13.95	\$ 8.30
Montreal (Pt.)										
St. Chs.)	6,755	5,772	6,875	8.00	14.00	7.50	14.00	7.50	14.00	7.50
Montreal (E.)										
(End)	2,150	4,316	2,442	8.00	14.00	7.50	14.00	7.50	14.00	7.50
Winnipeg	1,605	2,729	1,206	9.50	16.50	9.50	16.50	9.50	16.50	9.50
Calgary	4,513	2,086	2,402	7.00	11.25	7.00	11.25	7.00	11.25	7.00
Edmonton	347	42	203	7.50	10.00	7.00	10.00	7.00	10.00	7.00

**EASTERN MEAT TRADE CONDITIONS.**

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Markets at follows:

With receipts about the same as last week, fresh meat trade at Eastern markets continued slow. Monday's gains in most cases were lost by mid-week, followed by additional declines during the latter half with all classes affected.

With beef receipts practically normal, and storage receipts generally well filled, the movement into retail channels was slow. Following Monday's firm stand for a higher range of values, markets were weak and tending lower. Barring good steers, on which Monday's advance was held at Boston, closing prices were barely steady with the week previous. A decrease in the receipts of steers at Boston was lower than offset by increased offerings of cow-beef. Cows at other markets, however, were in relatively light supply and price changes were slight. The week's receipts of bulls consisted entirely of the common grade, and these were offered only at intervals. New York registered an advance of 50c Monday, and continued steady to the close, while prices elsewhere were unchanged from a week ago, and demand almost negligible. Following the series of holidays, there was only a limited amount of trading in kosher beef, with demand uneven and somewhat narrow.

Under a generally narrow demand veal markets registered slight declines early in

the week, but strengthened later and closed steady, but \$1 lower than a week ago, at New York and Boston. Comparatively few good veal and practically no choice were among the offerings.

Eastern lamb trade continued unsettled and sharp breaks were registered after mid-week. The demand has been narrow and very uneven, but in no case equal to receipts. Canadian lambs were again offered in liberal quantities at Boston. Closing prices at New York and Boston were \$2 below last Friday. Conditions at Philadelphia since mid-week have been almost demoralized, and prices on the better grades today are \$4 below Monday, and unevenly \$2 to \$3 below last week's low time.

Although receipts of mutton were light, markets were draggy and prices declining. The very narrow demand was not equal to the offering, and uneven declines were registered in an effort to move the surplus. Closing prices were around \$1.50 below last Friday.

Barring Philadelphia, where local conditions resulted in unequal price ranges,

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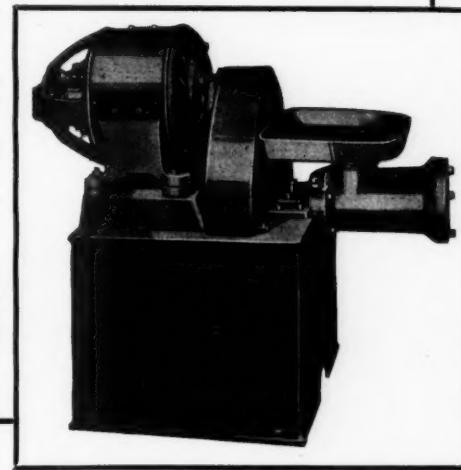
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and a sharp downward tendency on pork. Eastern markets were firm and unevenly \$1 to \$3 higher than the previous week. Frozen lines also gained \$2 to \$3 during the week at Boston. Closing prices at Philadelphia were \$3 to \$6 below corresponding averages at other markets.

Boston closed barely steady to weak on beef, veal, lamb and mutton and firm on pork. New York closed steady on beef and veal, slightly easier on lamb and pork, and weak on mutton, with a good clearance in most houses. Philadelphia closed about steady on veal, heavy average pork loins, picnics and New York shoulders. All other classes and grades closed weak, with a moderate carry-over.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, ordinary to choice.....	6.10@8.20
Cows, common to fair.....	1.25@3.00
Bulls, ordinary to choice.....	3.50@4.75
Heifers, mixed.....	3.00@7.00

## LIVE CALVES.

Calves, veals, prime, per 100 lbs.....	14.75@15.00
Calves, veals, common to medium.....	8.00@13.25
Calves, veals, culs, per 100 lbs.....	7.00@7.50

## LIVE SHEEP AND LAMBS.

Spring lambs, 100 lbs., prime.....	9.50@9.75
Sheep, ewes, 100 lbs.....	5.25@5.50
Sheep, common to good, per 100 lbs.....	3.00@5.00
Sheep, culs, per 100 lbs.....	2.00@2.50

## LIVE HOGS.

Hogs, heavy.....	@9.50
Hogs, medium.....	@9.75
Hogs, 140 lbs.....	@9.50
Pigs, under 70 lbs.....	@9.75
Rough.....	@7.00

## DRESSED BEEF.

## CITY DRESSED.

Choice, native, heavy.....	19 @20
Choice, native, light.....	19 @21
Native, common to fair.....	14 @18

## WESTERN DRESSED BEEF.

Native steers, 800@1,000 lbs.....	16 @17
Native steers, 600@800 lbs.....	18 @19
Native choice yearlings, 400@600 lbs.....	19 @20
Western steers, 600@800 lbs.....	15 @16
Western steers, 400@600 lbs.....	12 @14
Texas steers, 400@600 lbs.....	10 @12
Good to choice heifers.....	17 @18
Common to fair heifers.....	12 @14
Choice cows.....	11 @12
Common to fair cows.....	9 @10
Fresh bologna bulls.....	9 @10

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@21	23 @25
No. 2 ribs.....	@14	20 @22
No. 3 ribs.....	@10	17 @19
No. 1 loins.....	@26	28 @30
No. 2 loins.....	@16	@26
No. 3 loins.....	@11	@24
No. 1 hinds and ribs.....	22 @23	20 @26
No. 2 hinds and ribs.....	19 @20	19 @21
No. 3 hinds and ribs.....	18 @19	15 @18
No. 1 rounds.....	@14	@16
No. 2 rounds.....	@ 9	@15
No. 3 rounds.....	@ 8	@13
No. 1 chuck.....	@11	13 @14
No. 2 chuck.....	@ 8	11 @12
No. 3 chuck.....	@ 5	9 @10
Bolognas.....		9 @10

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@30
Veals, country dressed, per lb.....	22 @23
Western calves, choice.....	23 @25
Western calves, fair to good.....	17 @22
Grassers and buttermilks.....	10 @16

## DRESSED HOGS.

Hogs, heavy.....	@13 1/2
Hogs, 180 lbs.....	@14
Hogs, 160 lbs.....	@14 1/2
Hogs, 140 lbs.....	@14 1/2
Pigs.....	@14 1/2

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	20 @22
Lambs, poor to good.....	12 @10
Sheep, choice.....	11 @14
Sheep, medium to good.....	10 @11
Sheep, culs.....	5 @10

## PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs, avg.....	23 @24
Smoked hams, 12@14 avg.....	@22
Smoked picnics, light.....	15 @16
Smoked picnics, heavy.....	14 @15
Smoked shoulders.....	@16
Smoked beef tongue, per lb.....	35 @36
Smoked bacon (rib in).....	21 @22
Dried beef sets.....	42 @43
Pickled bellies, heavy.....	16 @17

## THE NATIONAL PROVISIONER

## GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 lbs.
lbs.	lbs.	lbs.	lbs.	lbs.	up.
Prime No. 1 veals.....	24	2.30	2.75	3.15	3.75
Prime No. 2 veals.....	22	2.10	2.50	2.90	3.50
Buttermilk No. 1.....	21	2.00	2.50	2.75	...
Buttermilk No. 2.....	19	1.80	2.25	2.50	...
Branded grubby.....	14	1.40	1.60	1.85	2.15
No. 3.....		Nominal			...

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 lbs. and over to dozen, lb.....	36 @37
Western, 48 to 56 lbs. to dozen, lb.....	33 @34
Western, 43 to 47 lbs. to dozen, lb.....	30 @32
Western, 36 to 42 lbs. to dozen, lb.....	23 @27
Western, 30 to 35 lbs. to dozen, lb.....	20 @22
Western, under 30 lbs. to dozen, lb.....	18 @20

## Fowls—Fresh—Dry Packed—Barrels.

Western, dry picked, 5 lbs. and over, lb.....	35 @37
Western, dry picked, 4 1/2 lbs. each, lb.....	32 @34
Western, dry picked, 4 lbs. each, lb.....	30 @32
Western, dry picked, 3 1/2 lbs. each, lb.....	23 @26
Western, dry picked, 3 lbs. and under, lb.....	18 @20

## Old Cocks—Fresh—dry packed—boxes or bbls.

Western, dry picked, boxes.....	@21
Western, scalded, barrels.....	16 @18

## Ducks—

Long Island Spring, per lb.....	@30
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## Squabs—

Prime, white, 10 lbs. to doz., doz.....	7.25 @8.00
Prime, white, 9 lbs. to doz., doz.....	6.50 @7.00
Prime, white, 8 lbs. to doz., doz.....	5.75 @6.00
Prime, white, 7 lbs. to doz., doz.....	4.75 @5.50
Prime, white, 6 to 6 1/2 lbs. to doz., doz.....	3.25 @4.50
Culis, per dozen.....	1.25 @1.50

## LIVE POULTRY.

Fowls, via express, colored.....	22 @30
Chickens, spring, colored, via express.....	20 @24
Old roosters.....	@
Turkeys, via freight.....	@
Ducks, via express.....	24 @27
Geese, via freight.....	@
Pigeons, per pair.....	@30
Guineas, per pair.....	@85

## BUTTER.

Creamery (92 score).....	@47 1/2
Creamery (higher scoring lots).....	48 @48 1/2
Creamery firsts.....	42 1/2 @46 1/2
Creamery, seconds.....	34 1/2 @37
Creamery, lower grades.....	32 @34

## EGGS.

Fresh gathered, extras, per doz.....	56 @58
Fresh gathered, extra firsts.....	51 @55
Fresh gathered, firsts.....	45 @50
Fresh gathered, seconds and poorer.....	37 @44
Fresh gathered, checks, fair to choice, dry.....	30 @32
Fresh gathered, dirties, No. 1.....	33 @35

## FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.	
Bone meal, steamed, 3 and 50, per ton.....	28.00 @30.00
Bone meal, raw, per ton.....	30.00 @32.50
Dried blood, high grade.....	4.00 @ 4.25
Nitrate of soda—spot.....	@ 2.35
Bone black, discard, sugar house del., New York.....	nom. 20.00 @25.00
Ground tankage, N. Y., 9 to 12 per cent ammonia.....	4.00 @ 4.25
Fish scrap, dried, 11 per cent ammonia and 15 per cent bone phosphate, delivered, Baltimore.....	4.00 and 10c
Foreign fish guano, testing 13@14 per cent ammonia and about 10 per cent B. Phos. lime.....	4.00 @ 4.50
Wet, acidulated, 7 per cent ammonia per ton, f.o.b. factory (85c per unit available phos. acid).....	3.00 and 10c
Sulphate ammonia, for shipment, per 100 lbs., guar, 25 per cent in bags.....	@ 2.50
Muriate of potash, 80-85%, per unit K <sub>2</sub> O.....	@ .75
Sulphate of potash, 90-95%, per unit K <sub>2</sub> O.....	@ 1.00

